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# Foreign Commerce Weekly

U.S. Department of Commerce

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# *$35.3 Million in East Europe Exports Disallowed in 1961, Hodges Reports*

THE United States disapproved $35.3 million in applications for American exports to European Soviet-bloc countries during 1961, Secretary of Commerce Luther H. Hodges has reported.

The figure contrasts with a total of $94 million in total applications during the year, and of $58.7 in approved applications, he said.

The figures were contained in the Secretary's 58th quarterly report to the President and the Congress on export control. The report covered the fourth quarter of 1961.

Successful export license applications to the European Soviet bloc reached a 2-year low in the fourth quarter, during which 42% of the applications were rejected, Secretary Hodges noted.

Fourth-quarter approved applications totaled $7.9 million, a drop of $7.7 million compared with the fourth quarter of 1960. The total was the lowest since the second quarter of 1959.

Among commodities approved for shipment to the U.S.S.R. in the fourth quarter were certain nonmilitary synthetic resins and industrial chemicals valued at $621,031; paper pulp and paper mill equipment valued at $226,382; and food and clothing, including gift and relief packages, valued at $1,314,446.

### *Crude Sulfur*

Czechoslovakia received crude sulfur valued at $290,000. Other licenses issued for European Soviet bloc destinations covered pharmaceuticals, hospital supplies and materials or equipment for medical research. Export denials in late 1961 were based primarily on a more rigorous application of licensing policies because of heightened international tensions.

Soviet-bloc interest in U.S. technical data continued strong in the fourth quarter of 1961, but the Department approved only five applications to export technical data, other than patent applications, to Eastern Europe.

Suspected violations of export control regulations in the fourth quarter of 1961 reached 172 cases under investigation, of which 16 were referred to the Department's General Counsel for the institution of export denial proceedings and possible criminal prosecutions.

### *Foreign Policy Function*

Under the amended Export Control Act of 1949, the Commerce Department is empowered to control export licenses to the extent necessary to fulfill American foreign policy, and to exercise necessary vigilance over exports from the standpoint of their significance to national security.

Of the applications rejected during the fourth quarter for export to Eastern European destinations, the U.S.S.R. accounted for more than 75%. Principal items destined for the U.S.S.R. were: A complete plant for the production of nylon 66 continuous filament and tire cord, $2,025,000; rayon tire cord, $445,418; tertiary dodecyl mercaptan (a synthetic organic chemical used in connection with synthetic rubber production), $232,509; a glass pressing machine, $230,402; and fluid stream analyzers, $149,405.

### *Czech Applications*

Applications for export to Czechoslovakia which were rejected covered $307,700 in synthetic rubber, $252,000 in styrene monomer, and $224,100 in carbon black.

An application for export of $98,685 in glycerine to East Germany also was disallowed.

The 48-page report "Export Control, Fifty-eighth Quarterly Report," is available from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or any of the Department of Commerce Field Offices, at 20 cents a copy.

# Yugoslav Trade Is in National Interest, Rusk Tells Congressional Committee

by Dean Rusk
*Secretary of State*

IN explaining our policy toward Yugoslavia we are frequently asked questions that reveal a concern about its basic relationship to the United States. We are reminded that Yugoslavia is not an ally despite U.S. aid. We are asked whether Yugoslavia is truly a friendly country. And we are reminded that Yugoslavia is, after all, still a communist country.

To this, I would say that we would make a mistake if we were to limit our attention to those things which our policy is not designed to achieve, and we have never contemplated it would achieve. Our trade and aid policies are not designed to purchase friendship or to purchase allies.

The Yugoslav Government remains communist. It frequently holds positions on international issues with which we cannot agree. Nevertheless our relations are productive and have expanded greatly since 1948 as a result of our policy and Yugoslavia's response to our policy. Trade with Yugoslavia has increased. Cultural and other contacts have increased. Our diplomatic relations with Yugoslavia are friendly and frank.

The Yugoslav Government has cooperated in making our assistance effective. The Yugoslavs have shown good faith in their commitments to us, and have made it possible for us to accord Yugoslavia, in the field of foreign trade, the same treatment accorded Western European countries. We have continued to evaluate carefully and critically all information from whatever source in assessing Yugoslavia's actions since 1948.

In this connection, Section 143 of the Mutual Security Act of 1954, which was retained in the Foreign Assistance Act of 1961, requires the President in furnishing assistance to Yugoslavia to continuously assure himself, in the words of the Act, "that Yugoslavia continues to maintain its independence (and) . . . that Yugoslavia is not participating in any policy or program for the communist conquest of the world . . ." We have established no information which would in any way cast doubt on Yugoslavia's independence or which would suggest Yugoslav participation in such international communist programs.

On the contrary, we are aware that Yugoslavia not only competes in a real sense with the Soviet bloc in commercial and cultural activity in the underdeveloped areas of the world, but also serves as an example of the dangers that are inherent in close association with, or overdependence on, the Soviet bloc.

*Excerpts from testimony before the Select Committee on Export Control, House of Representatives, February 5, 1962.*

### *Trade Largely With West*

WE have encouraged a situation in which Yugoslavia has preferred to strengthen its ties with the West and weaken them with the East. Less than 30% of its trade is with the Soviet bloc. Its sources of capital, raw materials, training, equipment, spare parts, and even military supplies are largely in the West. We know that this is desirable, and that it has produced tangible benefits for this country.

The alternative which is sometimes urged is to treat Yugoslavia in our trade and other policies as a member of the Soviet bloc. Such an alternative would be sterile and defensive, without the promise of real gain. We believe the question answers itself as to whether we would prefer that the Yugoslavs fall back into dependence on the Soviet bloc and thus reorient their country toward the East. We are convinced that the present policy, supported by three administrations and fully tested by time and events, is effective and in the interests of this country.

By describing as fully as I have the general considerations underlying our policy toward Yugoslavia, I do not mean to ignore a more specific question which the Committee has raised concerning exports to that country. If I may characterize, the concern of the Committee, as I understand it, is that important equipment or materials shipped from the United States to Yugoslavia may be either diverted to Cuban or Soviet-bloc destinations or reexported to such destinations after delivery in Yugoslavia.

DEAN RUSK

THE question of possible diversions, transshipments or reexports of U.S. commodities, is not limited to Yugoslavia. The U.S. Department of Commerce devotes great effort in its operations to minimizing the possibility of such transactions involving any country.

I think we must recognize frankly that some people have questioned whether the assurances of the communist government in Yugoslavia can be trusted. We consider that the matter of governmental assurances in undertakings with the Yugoslav Government does not differ essentially from the nature of such problems with other non-Soviet bloc countries. These agreements cannot be policed at all times, but the extent to which individual agreements are carried out does generally become known.

The touchstone in international relations among non-Soviet bloc nations must be the confidence which one government is able to place in the commitments of another government, and the degree of

*(See Yugoslav, page 400)*

# Senegal Seeking Foreign Investors

## GNP Growth Brings A Favorable Climate

THE Republic of Senegal is actively seeking $166 million in private capital to help finance the country's agricultural, mineral and industrial development.

To do so, it is preparing studies of investment opportunities within the country, and is considering a liberal investment code. A draft of the code, which has been approved by the Council of Ministers, provides attractive terms to investors in many fields. It reportedly will be passed shortly by the National Assembly.

A delegation from Senegal recently visited Washington to spell out the country's general development plan and to indicate specific investment opportunities in the fields of sugar, textile, woodworking and metalworking, canned meat, and chemical and chemical products industries.

### *Marketing Reports*

Information on the five fields is contained in reports giving present and projected market information, together with discussions of production conditions and costs in varying degrees of detail.

The reports are available through the Foreign Investment and Licensing Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

The potential for U.S. private investment in Senegal is favorable. Estimated gross national product in 1959 was $567 million, resulting in an estimated per capita income of $182—one of the highest in West Africa.

As is the case in most West African countries, the most important sector of the Senegalese economy is agriculture. Exports of peanuts and peanut products account for about 85% of the country's export earnings.

The city of Dakar, however, long has been one of the most important West African ports, and is the center of a burgeoning light industrial zone with a current annual output of about $60 million.

The country's most important mineral resource is the Taiba phosphate deposit, located near Dakar, which recently has come under intensive development.

### *First U.S. Investment*

The first important U.S. investment in Senegal came early this year, when the International Minerals and Chemicals Corporation became a participant in the Compagnie Senegalaise des Phosphates de Taiba, a French-owned firm which had been developing the Taiba deposits (FCW Briefs, Feb. 19, 1962).

**Conferring on Senegalese trade: Meeting in Washington recently to discuss questions of trade with Senegal were, from left: Dr. Jay H. Cerf, Deputy Assistant Secretary of Commerce for Program Development; L. Edward Scriven, Director of the Department's Bureau of International Business Operations; Abdoul Aziz Wane, Director of the Industrial Division of the Senegalese Ministry of Commerce; and Karim Gaye, Minister for Cooperation and Technical Assistance.**

Production of phosphates, which began in April 1960, is now running at a rate equivalent to 500,000 tons annually. Present plans call for a production increase over the next three years to 1.2 million tons annually.

As part of its program of seeking foreign investments, the Senegalese Government is participating in the financing of enterprises which do not appear sufficiently profitable initially to be undertaken by private investors alone.

A recent example of this type of project is the joint government-private development of a petroleum refinery in Dakar.

In order to start this project, the Senegalese Government provided 50% of the development funds. As the project has developed, it has been recapitalized so as to bring in an increasing share of private capital, and thus reduce the percentage of government participation.

### *Government Attitude*

The attitude of the Government toward private enterprise is shown in the large proportion of capital from private sources envisaged in Senegal's first Four-Year Plan (see FCW July 3, 1961, and Sept. 11, 1961).

The overall objective of this plan is to raise the country's GNP to 148% of the 1959 level by 1964. This goal represents an annual growth rate of 8.8%.

In the course of the plan, about $372 million is to be expended, including the $166 million—or 45%—sought from private investors, most of them from outside the country.

Foreign trade plays an important role in Senegal's economy, with total imports in 1960 amounting to 42,479 million CFA francs (about $172.1 million) and total exports valued at 27,878 CFA francs ($112.9 million).

Principal imports are textiles, foodstuffs, machinery, and automobiles and parts.

### *Peanuts Exported*

Peanuts and peanut products account for the bulk of Senegalese exports, although phosphates are expected to become increasingly important. The fishing industry also holds considerable potential for expansion.

The largest part of Senegal's trade has been with France and other countries of the Franc Zone. However, recent liberalization of exchange controls indicate that trade with other areas will increase.

Senegal's imports from the United States in 1960 came to 1,398 million CFA francs ($5.7 million), and exports to the United States were valued at 31 million CFA francs ($125,000).

*Besides Policy Formulation*

# 10 Action Programs To Boost U.S. Exports Underway in Commerce Department

by L. Edward Scriven
*Director, Bureau of International Business Operations*

LEGEND has it that a man once was asked why he didn't go to the movies. "I have a dozen reasons," he replied. "But since the first one is that I'm blind, the rest don't matter."

Thus it was—and still is—with some American businessmen. For some reason or other, they just don't want to enter the export business, and the increasingly wide range of services available to them through the Commerce Department makes no difference.

However, the vast majority of American business leaders have become increasingly aware of the role of exports in economic survival, and it is to these men that this article is addressed.

My purpose in writing it is to outline, in concise form, the full range of action programs in which the International Bureaus of the Commerce Department are now engaged. Perhaps you now are using some of them; but it is likely that you may want to use more.

The two operating arms of the Department in the international field are the Bureau of International Programs, headed by William B. Dale, and the Bureau of International Business Operations, which I head. Both are under the direction of the Assistant Secretary for International Affairs.

Bolstered by vital support from the Business and Defense Services Administration (BDSA), and the Department's 34 Field Offices, we are working to increase America's exports through 10 different programs.

These are: The National and Regional Export Expansion Councils; International Investment; International Trade Fairs; Trade Centers; Trade Missions; Trade Clinics; industry trade association liaison; marketing information; the Business Service Center; and Business Travel.

The following is a brief run-down on each:

**NATIONAL EXPORT EXPANSION.**—The National Export Expansion Council (32 members) provides guidance for 34 regional export expansion councils centering in the areas served by the 34 Department of Commerce Field Offices. These councils of volunteer businessmen actively interested in international trade work individually to give sound, practical instruction, advice and guidance to smaller manufacturers interested in exploring export trade opportunities.

Regional councils initiate and conduct regular forums, seminars and workshops where, with Commerce officials, they try to answer international trade problems that might confront any industry.

Trade associations are encouraged and helped to form association groups for the same purpose.

BDSA works directly with trade associations on their export expansion programs and provides associations with data on potential markets for their members' products and services. BDSA also identifies opportunities for heavy construction projects abroad.

Companies, organizations, or persons making significant contributions toward increasing U.S. exports are being recognized by the President's "E," for export, Award. Those most qualified, of hundreds of applicants, will receive certificates of citation and "E" flags.

**INTERNATIONAL INVESTMENT.**—Through the Bureau of International Business Operations, international investors are introduced to American interests with whom they can negotiate for the establishment and operation of foreign-owned or joint-venture manufacturing plants in the United States. Investment of international capital in this country's labor surplus areas creates employment while crediting our balance of payments, and is particularly encouraged.

Profitable investment opportunities in the developing countries also are sought by Commerce, working closely with the Agency for International Development (AID).

Licensing of U.S. manufacturing processes abroad and joint-venture establishments by American and foreign partners in these developing countries indirectly stimulates U.S. exports by creating a favorable climate for sales.

**INTERNATIONAL TRADE FAIRS.**—Commerce, in cooperation with the United States Information Agency and the Department of State, plans and conducts the USIA International Trade Fairs Program under the special USIA appropriation for that purpose. Trade fairs in this program are usually in developing or Soviet-bloc countries, rather than in the highly industrialized countries having the greatest sales potential. However, even in this program there have been outstanding successes among the U.S. exhibitors in 1961.

The fair in Lima, Peru, produced sales of more than $4 million dollars in American goods. In New Delhi, India, U.S. sales were about $2½ million. Fairs in Tunis, Accra, and West Berlin also produced satisfying sales results in smaller volume.

This USIA program will continue in 1962 with exhibits in 13 countries.

Commerce has requested from Congress an appropriation for a separate and additional international trade fairs program to begin in mid-1962. Countries for these exhibits will be selected strictly on the basis of their sales potential.

Although the majority of U.S. manufacturers must yet learn the value of international trade fairs, most foreign manufacturers have long recognized them as economical promotional devices for the introduction of goods directly to industry and the consumer. Usually buyers from many countries regularly attend the established international trade fairs.

**TRADE CENTERS.**—Conceived as showrooms for smaller American manufacturers, Trade Centers were designed to provide opportunities for businesses without international representation to show their wares or to negotiate with agents, distributors, and big buyers to handle their goods abroad.

These centers, unlike trade fairs, are permanent installations within which the products of a different industry are shown to the trade every 6 weeks or so. The first center was inaugurated in London in June 1961.

There, a sale of $400,000, the biggest ever made in England by one men's wear manufacturer, was a highlight of the show. Another company projected its first sales orders to between $500,000 and $1 million for 1962. Of the American

companies exhibiting, more than 30% concluded wide-ranging agreements for representation and marketing in the United Kingdom at the time of the showing. Others subsequently found agents or made agreements leading to sales.

In Bangkok, Thailand, the Bureau of International Business Operations will operate its second trade center. It will serve Thailand, Burma, Federation of Malaya, Singapore, Cambodia, Laos, and Viet Nam.

Another center will exhibit American goods in the heart of the Common Market, in Frankfurt, Germany.

Tokyo, too, will have a U.S. Trade Center to encourage U.S. companies anew to do business with Japan and to provide a much needed base of operations for American companies already in the Japanese market. Trade centers in Africa, Latin America, or Australia also are anticipated.

**TRADE MISSIONS.**—The American businessman abroad has earned new respect through the successes of more than 100 Trade Missions to countries all over the world. Each Trade Mission is a group of nationally recognized industrial specialists whose knowledge of their specific industries has marked each as a leader in his field.

These volunteers, traveling with a Department of Commerce official, carry abroad hundreds of specific business proposals solicited in advance from U.S. manufacturers. The missions return with similar proposals from abroad for American businessmen.

Mission specialists travel from city to city in the countries they visit, discussing concrete proposals face to face with foreign business prospects. Deals are discussed on the spot and arrangements made for the foreign businessmen to contact American companies directly.

Thousands of business proposals have been presented abroad; the 100th trade mission, to Burma, carried 281 proposals for some type of joint-venture investment and 53 proposals for product or process licensing, a total of 334 in all.

On the return of each mission, the Office of Field Services arranges conferences in various cities so that businessmen nationwide may hear the mission members' reports first hand and ask questions about the hundreds of business opportunities brought back from the countries visited.

**TRADE CLINICS.**—The Department and its Field Offices, in cooperation with local and area chambers of commerce and Regional Export Expansion Councils, sponsor Trade Clinics throughout the United States.

These meetings provide regional groups of businessmen with general information and technical data on the international marketing of their products.

The meetings are announced well in advance. Scheduled Trade Clinics for the next several months will be found on the page facing the inside of the back cover of this week's Foreign Commerce Weekly.

**TRADE ASSOCIATION DEVELOPMENT.**—A continuing working relationship with specific industries is maintained through the 21 industry divisions of BDSA. It is in direct and constant communication with national and professional associations and provides export marketing information for their industrial members. BDSA coordinates industry-wide trade meetings and supports all the programs for international affairs by providing speakers, technical information and statistical data.

**MARKETING INFORMATION.**—More than 6500 export opportunities were directed to American companies in 1961 from Foreign Service Officers abroad. With the help of these resident specialists, foreign importers and distributors, classified by industries and commodities, are clearly identified on lists published by the Bureau of International Business Operations and available to anyone.

**BUSINESS SERVICE CENTER.**—Business visitors to the Department of Commerce are helped in their requests for international trade information by the Business Service Center staff in the entrance hall of the main Commerce building in Washington. Questions are either answered immediately or apopintments made with international trade specialists in Commerce or other agencies, wherever the best information is available, thus ending aimless wandering by businessmen seeking assistance. International affairs publications, providing a wealth of export information, are on display and available.

**BUSINESS TRAVEL.**—The Department is providing an increasing number of special "briefings" in Washington for Americans planning to travel abroad in search of business. In addition to providing background material on the countries the businessman proposes to visit, the Department will facilitate meetings between the U.S. businessman and his counterparts in oversea locations.

### *Policy Formulation*

In addition to these direct-action programs, the Assistant Secretary for International Affairs also is a leader in the formulation of international economic policy through the Bureau of International Programs.

The Bureau participated in the General Agreement on Tariffs and Trade last year in Geneva to reduce nontariff trade restrictions. The U.S. balance of payments and this country's participation in the International Monetary Fund are constantly studied by the Bureau with respect to trade restrictions still being maintained by member countries.

Besides officially representing the Department at inter-agency and international conferences, the Bureau collects, analyzes, evaluates, and disseminates intelligence on all international economic developments and anticipates significant changes in the manner of the international business community.

Each "desk officer" is a thoroughly experienced authority on the economics of a group of countries. Besides their work as economic analysts, these men do an outstanding job of briefing American businessmen planning to travel in search of trade. They welcome these visits and will gladly assist in arranging meetings with key industrial and government people in countries to be visited.

U.S. commercial specialists in embassies and consulates everywhere have been given greater scope as initiators of international trade through agreement between the Department of Commerce and the Department of State.

Commerce and State are recruiting competent businessmen to serve as commercial officers capable of meaningful help to U.S. businessmen traveling anywhere in the world. More and more businessmen and privately sponsored trade groups call on officers at foreign posts asking for help.

The new Trade Centers receive vital support from Commerce Foreign Service specialists who also follow through on proposed agreements and sales negotiated during showings. Commercial officers abroad give similar support to Trade Missions in preparing routes based on first-hand market research from the important centers of trade in their areas.

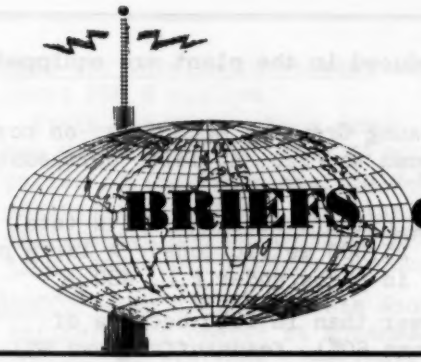
Thirty more commercial Foreign Service Officers in posts abroad will be added by 1963. Arrangements with the Department of State have already resulted in an adidtional 20 positions, giving a present total of 149.

Besides the more dynamic aspects of their work such as assisting visiting businessmen, planning itineraries for trade missions, and backing up trade fair participants, each commercial officer works on market research studies, the development of lists of qualified agents, distributors and traders and the careful evaluation of foreign businesses that have indicated an interest in representing American companies.

These commercial Foreign Service Officers also participate in the settlement of trade disputes involving U.S. businessmen and foreign governments, and they serve as intermediaries between American and foreign businessmen.

In general, the wide range of functions under the Assistant Secretary for International Affairs are all designed with the needs of American business in mind. Individuals in the two bureaus have been selected because of past international business experience and they are ready and eager to be of help to any American businessman who will give them an opportunity.

*A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts*



# BRIEFS ON WORLD COMMERCE

• ARGENTINA.—State petroleum agency, YPF, has brought in a well in southern Santa Cruz Province with largest initial production from any oil deposit found in Argentina in last 15 years. Initial tests reportedly indicate maximum possible flow of 840 cubic meters daily.

The 1961 gross domestic product increased by 5.7% over that of 1960 in constant peso values.

Four major Japanese firms have agreement with Misiones Provincial Government in Argentina for construction of charcoal blast furnace plant in iron-ore rich northeast part of country. One firm will handle commercial transaction, two steel firms will construct the mill, and a mining company will survey ore resources. Argentina is to make downpayment of $700,000 and pay rest of the $2.8 million cost by 7-year deferred payments.

State petroleum agency, YPF, arranged barter with Refineria Panama S.A., of 245,000 cu. meters of crude petroleum for 64,000 cu. meters of Panamanian kerosene.

Electric power rates have been raised by Servicios Electricos del Gran Buenos Aires (SEGBA) to an average of 3.10 pesos (currently 83 pesos to US$1) from an average of 2.70 pesos per kw.-hr.

• AUSTRALIA.—Trade surplus for first 6 months 1961-62 fiscal year was $262.5 million, compared with deficit of nearly $328.0 million for same period a year ago. Australia in December recorded 8th successive monthly trading surplus with exports exceeding imports by $48.6 million, compared with deficit in December 1960 of $32.5 million.

• AUSTRIA.—Global import quotas, valid to June 30, 1962, open Austrian market to variety of U.S. products previously blocked by import restrictions. New quotas amalgamate those existing under bilateral trade agreements. Although most are small, quotas for 2d half probably will be raised by 20% and further in coming years.

• BERMUDA.—The Bermuda Board of Agriculture and Fisheries has prohibited importation of tomatoes into the Island until further notice.

• BOLIVIA.—Plans have been approved by Corporacion Bolivana de Fomento (Bolivian Development Corp.) for major increase in production capacity for the nationally owned cement mill in Sucre.

Departmental Office of Traffic Police has ruled that no motor vehicles may use a color combination of black and white. Combination is reserved for official emergency vehicles. Exporters of vehicles to Bolivia should take note.

• BRAZIL.—Joint Congressional Commission now studying bill regulating profit remittances and other aspects of foreign investment passed recently by Chamber of Deputies.

The number of motor vehicles manufactured in 1961 increased to 145,632 from 134,371 in 1960.

Massey-Ferguson do Brasil is 3d company in Brazil to begin production of

tractors. The light agricultural tractors produced in the plant are equipped with Brazilian-made Perkins diesel engines.

- BURMA.—A new bridge has been opened over Pazundaung Creek at Ngamoyeik, on northeast ridge of Rangoon, restoring prewar main road to Pegu, 45 miles northeast of Rangoon.

- COLOMBIA.—Significant quantities of U.S. soybean oil are required, with total purchases to be made in 1962 reported at about 25,000 metric tons. A large part will be paid for in dollars; remaining portion in pesos under P.L. 480.

- DENMARK.—Imports from U.S. in 1961 were 8.4% lower than in 1960 because of smaller imports of grain and grain products (down 60%), feedstuffs (down 9%), and transportation equipment (down 56%). Total Danish imports in these categories were down 40%, 8%, and 2%, respectively. . . . Imports of other commodities from U.S. showed a gain: Chemicals and chemical products up 9% (total up 8%); textiles, textile products, and clothing up 21% (total up 11%); machinery up 23% (total up 14%); tobacco up 17% (total up 10%), and oilseeds up 3% (total down 10%).

- ECUADOR.—Colombia and Ecuador have temporarily extended Ecuadoran-Colombian bilateral trade agreement of 1942 until the two countries have concluded tariff negotiations with other members of Latin American Free Trade Association (LAFTA).

- FINLAND.—Government established import quota of $16.2 million in 1962 for western automobiles, an increase of 25% over 1961 quota. Total of $312,000 is for Government automobiles and $936,000 for taxis, leaving $15 million to be divided among importers, which will permit entry of about 18,100 cars in 1962, compared with 15,161 in 1961. Soviet Bloc 1962 trade agreements call for imports of 13,700 eastern cars, of which 6,500 are expected from U.S.S.R., 5,000 from Czechoslovakia, and 2,200 from East Germany. Registration figures for 1961 showed 17,788 automobiles imported; 655 were from U.S.

- FRANCE.—International Rectifier Corp. of El Secundo, Calif., has agreement with Telco, of Gentilly, Seine, for manufacture of medical electronic equipment.

  Pepsi Cola has agreement with Source Perrier for bottling and distributing Pepsi Cola in France.

  Rockefeller Bros. & Associates, New York, has agreement with Bureau d'Analyse et de Recherches Appliquees, Issy-les-Moulineaux, Seine, for scientific research.

- ICELAND.—Icelandic Post and Telegraph Administration has opened services between Scotland and Iceland via a new submarine cable which will be extended to North America in near future.

- IRAQ.—United Bank of Iraq began operations on February 1; bank is a successor to Lebanese-owned Intra Bank. Intra holds 40% ownership; remainder is held by Iraq businessmen.

  Government has contracted Czechoslovak Foreign Trade Corp. (Technsexpert) to build engineering fabrication plant at Daura refinery. Plant expected to operate early in 1965, producing spare parts for the refinery as well as storage tanks, cisterns, and parts of heat exchangers.

- ITALY.—The American Chamber of Commerce for Italy has opened branch office in Florence at Via Valfonda 9.

  Government expected to publish new schedule within next 3 months showing reduced rates on rebates granted on exports to offset general transactions tax. Reductions expected to affect products now benefiting from high rebates.

  Institute for Foreign Trade has announced that currency surrendered during

1961 for foreign investment under Article 1 of Basic Foreign Investment Law was about $65.6 million.

State-owned petroleum group, ENI, recently established affiliated company in New York, AGIP-USA, with $1 million capital. The 5 principal operating companies of the group are: SNAM-Progetti, pipeline and petroleum design and engineering; SAIPEM, pipeline and plant construction; AGIP-Mineraria, petroleum exploration and production; ANIC, petroleum refining and petrochemical production; and Nuovo Pignone, production of petroleum industry equipment.

- MOROCCO.--New SAMIR (Societe Anonyme Morocaine Italienne de Raffinage) oil refinery was opened at Mohammedia, with annual production capacity starting at 700,000 metric tons. Refinery's full capacity of 1,250,000 metric tons expected to be attained in 5 years.

- NETHERLANDS.--New Caltex oil storage and unloading installation in Europort area opened, with a 309-meter jetty capable of receiving 85,000-ton tankers and a large storage tank area. Oil discharged at installation can be pumped through pipeline to refineries at Pernis or to West Germany.

  Privately owned Oranje-Nassau mines' coal production in 1961 increased by 6%, compared with 1960, reaching 2,533,800 tons. Outlook for U.S. coal exports to Netherlands is clouded by strong competition in power station coal sector, but Government has indicated licenses will be freely granted importers for U.S. coal.

  The Philips Co. of Eindhoven is building new factory in Bremen, to be opened in March, for manufacture of telecommunication and other electronics apparatus.

  Synres Chemical Industry will acquire 50% interest in a Mexican plastics plant. Production in new joint firm, which now produces various types of synthetic resins, will be considerably increased.

  Plans expected to be approved soon for construction of first of 3 large modern shopping centers. Located in Rijswijk, suburb of The Hague, the new center will cost about 30 million guilders (US$8.3 million). Second shopping center is to be built in Mariahoeve district, northeast of The Hague, at cost of some 37 million guilders ($10.2 million). Third center also is planned in The Hague. A fourth shopping center in suburban Leidschendam is planned by a foundation established by 4 largest department stores in The Hague.

  Spokesman for clothing industry recently stated that total sales in this sector were expected to rise by only 3% in 1962 compared with an 8% increase in 1961 and a 12% increase in 1960. Last year's increased imports of U.S. clothing, especially shirts, appeared to have resulted from inability of some Dutch manufacturers to meet local demand. Slower growth in domestic demand now foreseen may cause difficulties for U.S. clothing exports in coming year.

  During 1961 automobile sales in Netherlands rose by about 20% to 120,000, compared with 100,000 in 1960. For past 4 years the Common Market share in Dutch automobile sales has steadily grown from 78% to 83% while British share of the market has decreased from 15% to 11%. With introduction of Dutch DAF passenger car in 1959, that company's share in domestic market has grown to 7%. American auto sales steady at 3.5% of total market since 1959.

  Giant Delta project for closing off the estuaries of Zeeland Province from the sea may be completed as early as 1972 instead of 1976. Work completed on first of Delta dikes and revised schedule calls for completion of Brouwershavensegat dike in 1968.

- NETHERLANDS ANTILLES.--L. Smit & Co. International Towing Service, Rotterdam, established a combined towage and salvage station at Willemstad, Curacao. One

of company's most powerful tugs, with operating range of 1,500 miles, will be permanently stationed in the Caribbean.

- NORWAY.—An estimated 637,000 metric tons of grain were produced in Norway in 1961, an increase of 30,000 tons above previous record year and for first time placing production in excess of domestic requirements. The Norwegian State Grain Corporation has contracted to sell 43,000 tons of oats and barley to European buyers at prices described as satisfactory but nonetheless considerably below domestic support prices.

  The Norwegian Meat Marketing Cooperative has a contract to sell 3,000 metric tons of surplus frozen beef to U.S.S.R. at 2.77 crowns per kg. (1 crown=US$.141) f.o.b. Norwegian port. Price is substantially below that paid for the meat by the Cooperative, which was in region of 6 crowns per kg.

- PAKISTAN.—Government has approved $2 million for rayon plant in East Pakistan, utilizing bamboo as a raw material, and costing $11 to $12 million.

  The Government has sanctioned establishment of industries to be set up in Hyderabad division of West Pakistan to manufacture ties, scarves, ribbons, handkerchiefs, glass ampoules and vials, metal containers, pin clips and staples, radio parts and components, sanitary wares, and fountain pens.

  Railways' second 5-year plan to be implemented at cost of $294 million, of which $168 million will be in foreign exchange.

- PARAGUAY.—A customs evaluation commission has been created with authority to certify the value of imports and provide lists of selected products on which duties and taxes are to be eliminated. Commission's rulings may be appealed by importers and exporters to a board of review.

  Molinos Harineros del Paraguay is expanding production of ground wheat to 470 tons daily from 250, of which 73% represents wheat flour and 27% bran for feed, through purchase of new machinery.

  Sala y Cia., S.A., has ordered $300,000 worth of German machinery for production of lightweight doors and sheets of composition material from pressed sawdust and wood shavings. This will permit utilization of Paraguayan logs and lumber entirely and will furnish material for prefabricated houses and several types of furniture.

- PHILIPPINES.—Central Bank has set 3.49 pesos to US$1 as exchange rate for purpose of computing duties and tariffs on importations. Relative stability of peso following decontrol measures has encouraged banks to begin to buy foreign exchange forward.

- PORTUGAL.—Bids have been submitted for construction of a 175-meter long new pier in Port of Setulal, permitting berthing of large merchant vessels.

- SPAIN.—Centrales Nucleares, S.A., Seville, has requested authority to proceed with nuclear powerplant near Lebrija (about 35 miles south of Seville). Project will require capitalization of $55 million including $25 million in foreign exchange; capacity will be 250,000 kw.

- SWEDEN.—Swedish Tobacco Co. will open new modern tobacco factory at Malmo in May. Plant's capacity for producing 800,000 cigarillos and 80,000 cigars daily, reportedly more than entire Swedish daily consumption of these products, will be only five-eighths utilized.

  A licensing agreement has been concluded between Gotaverken shipbuilding firm and Spanish shipbuilding firm, Empresa Nacional Bazan, covering manufacture of Gotaverken's diesel engines.

- UGANDA.—Government estimate for 1961-62 cotton crop is 250,000 bales, about smallest crop in 14 years.

# NATO Project in Germany Opened to U.S. Bidders

A new project in the Federal Republic of Germany has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for construction of petroleum, oil, and lubrication facilities in Baden-Wuerttemberg.

The work includes supply and construction of four upright concrete-encased steel storage tanks, with a usable capacity of 2,500 cubic meters each, together with all installations required for the storing and dispensing of two types of products. It also includes a road filling station.

Eligible firms interested in bidding should submit their applications, on a prescribed form, to Bundesamt fur gewerbliche Wirtschaft, Bockenheimer Landstr. 38, Postfach 3931, (16) Frankfurt/Main, Germany, before Mar. 9, quoting reference 0 6105-5/62.

The prescribed forms are available on request from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, as described in the brochure of the NATO international competitive bidding program, available from that Division.

# Syrian Contractor Seeks Arrangement for Airport

A Syrian contracting firm, Vartkes N. Yacoubian, seeks a partnership arrangement with a U.S. firm for participation in construction of the new Damascus International Airport. Bid deadline for the project is May 22. (FCW, Feb. 26, p. 347.)

The Syrian firm proposes to invest 50% of the total capital and to provide some construction machinery and equipment as well as to supply most of the semi-skilled and skilled manpower.

The U.S. partner would be expected to furnish the remainder of the capital, additional machinery and equipment, technicians, and supervisors.

A World Trade Directory report dated Feb. 15 containing information on the Syrian firm is available to qualified U.S. firms from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Write to Vartkes N. Yacoubian, Halbouny St., Damascus.

# Telephones, Cotton, Transformers Among Products Wanted Abroad

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available on loan, to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

### Australia

**Public telephones** with subscriber trunk dialing facilities: Complete sets of public telephone equipment, comprising the instrument, coin collection devices, and the associated control equipment which will be located in the telephone exchange. Schedule C.8883; 3 p.m. Apr. 12.

Various **electronic tubes.** Schedule C.8888, 3 p.m. Apr. 17.

Controller, Stores and Contracts, Postmaster-General's Department, 114 Russell St., Melbourne, C.1.★

### El Salvador

Total of 2,000 **boxes,** each containing 48 stencil sets of recent manufacture for use in tropical climate; tender 20(62), Mar. 15. Specifications in Spanish.★

Natural **cotton,** 10,000 lb.; 500 rolls **absorbent gauze,** 36 in. wide by 100 yd.; 1 million vitaminated **ferrous sulfate tablets** each containing 0.33 gm. ferrous sulfate and 0.001 gm. thiamin, 1,000 to a container; 9,500 ampoules of 1-methyl-4-phenylpiperidine-4-ethyl **carboxylate hydrochloride** (demerol, pantalgine, or similar), 100 mg./2cc.; tender 21(62), Mar. 15. Specifications in Spanish.★

La Proveeduria General de la República, San Salvador.

### Greece

Three **transformers,** 450 kv.-a., estimated value $15,000; tender 864, Mar. 27; Greek Water Co., 4 Kolokotroni St., Athens.★

**Mechanographic printed material,** estimated value $40,000; tender DGY-405/C, Mar. 22. Supply and erection of additional **penstock section** for Louros Hydroelectric Station, estimated value $15,000; tender DMPM-122, Mar. 27. Two sets of **alkaline batteries and chargers,** estimated value $6,000; tender DMKD-250; Mar. 29. Public Power Corp. (PPC), 30 Chalcocondyli St., Athens.★

**Molasses,** 2,000 metric tons; tender B/74/1962, Mar. 13. State Purchases Directorate B', 50 Socratous St., Athens.★

Treated **wooden poles** of various sizes, 17,500, estimated value $440,000; Mar. 30. Public Power Corp. (PPC), 30 Chalcocondyli St., Athens.

### India

One, alternatively two, single screw rudder **diesel pilot vessel,** 274 ft. length overall by 43 ft. 6 in. beam by 23 ft. 6 in. depth by 15 ft. 6 in. draft loaded, guaranteed speed 13 knots, for the Commissioners for the Port of Calcutta, Apr. 3. Tender documents available to shipbuilders or their authorized agents upon payment of "Earnest Money" of £1,500 ($4,200), plus £15 ($37) for the cost of documents from Messrs. Rendel, Palmer & Tritton, 125 Victoria St., Westminster, London, SW. 1, England. "Earnest Money" refunded to unsuccessful tenderers on award of contract.★

Wet **cyclone and sand pumps,** tender SE-470/M, Mar. 26; **pH meters, tachometer, density scales,** and **flowrators,** tender SE-471/M, Mar. 26; **flotation cell, flotation reagents,** and heavy medium **ferrosilicon** (partly atomized), tender SE-472/M, Mar. 26; **calculating machine,** tender SE-482/M, Mar. 29; **ore dressing and mineral technology laboratory equipment,** tender SE-483/M, Mar. 29; **reagent feeder** (laboratory type), tender SE-484/M, Mar. 29. Foregoing required by Indian Bureau of Mines, Nagpur. Tender forms including specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

*(See Products, page 383)*

## DEPARTMENTS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# Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

## Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

### India

**Stainless steel sheets,** 6 ft. by 3 ft. by 16 gage, type 321; 7 ft. by 3 ft. by 16, type 321; 8 ft. by 4 ft. by 16 gage, type 316; 12 ft. by 4 ft. by 10 gage, type 316; 7 ft. by 4 ft. by 10 gage, type 316; 5 ft. by 3 ft. by 16 gage, type 321; 10 ft. by 3 ft. by 16 gage, type 321; stainless steel bars, ¼ in. by 2 in.; high-speed steel bars and squares ¼ in. to 2 in. Loan 159. **U.S. source.** IL#BOM/IL/C/TEX/MAH/28/256/AS-61. Mar. 23. Vasant Industrial & Engineering Works, Vasant Vijay, 470-71 Worli Rd., Bombay 18.

Supply of **power cables and accessories** for Sharavathi Valley Project. Loan 120, Worldwide. Inquiry No. HCP/SVHEP-18/Jan. 1962. Mar. 30. Government of Mysore, Office of the Chief Engineer, Hydro Electric Construction Projects, Race Course Cross Rd., P.B. 60, Bangalore 9, where quotations are to be sent. Tender specifications for sale from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★

**Steel strips for bicycle rims,** cold rolled, closed annealed, pinch passed, bright mild steel of v.p.n. 120 hardness (skelp from open-hearth process), 443 metric tons. Loan 159. **U.S. Source.** IL#SID/IL/C/DW/Oct.60-Mar.61/3109. Mar. 23. Wheel & Rim Co. of India, Ltd., Huzur Gardens, Sembiam, Madras 11, S. India.★

Complete **plant and equipment for manufacture of absorbent surgical cotton** (capacity 1,000 lb. an 8-hr. shift). Delivered at Ranebannur (S. Rly.). Ref. NSIC/HP/2M-1836/61.

Complete set, automatic and continuous **vacuum plant for laundry and toilet soap.** Delivered at Cullbarga. NSIC/HP/2M-2873/61.

**Bamboo processing machine.** Delivered at Pollachi. NSIC/HP/2M-2812/61.

Automatic **plant for making window hooks and eyes,** complete with motor and 4 sets of dies, complete for different size, 2 in., 3 in., 4 in., and 6 in. Delivered at Cochin Harbour Terminus. NSIC/HP/2M-2824/61.

**Milling machine,** with 4 in. by 9 in. table, 28 in. longitudinal hand feed. Delivered at Secunderabad (AP). NSIC/HP/2M-2877/61.

**Platen cutting and creasing press,** 48 in. plain **rotary slitting machine,** 12 **rotary cutters.** Delivered at Bombay. NSIC/HP/2B-1767/61.

Snap gage **grinding and lapping machine;** Universal pitch **measuring machine,** capacity for external work up to 22 mm. diameter by 450 mm. length between centers; Universal pitch **measuring machine,** capacity for external work is 8 in. diameter by 18 in. length between centers. Delivered at Dehradun. NSIC/HP/2D-1894/61.

Above equipment for Loan 144, worldwide. Mar. 26. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Supply of 50 to 125 broad gage 2,600 h.p., mixed traffic, **diesel locomotives.** U.S. suppliers should submit separate quotations for supply of 50, 75, 100, and 125 locomotives. Bid deadline extended from Mar. 22 to Mar. 26 by Director, Railway Stores, Ministry of Railways (Railway Board), Bhavan, Raisina Rd., New Delhi, where quotations are to be sent. Copies of Tender LT/1762, with Specifications DL.109.61, may be purchased from India Supply Mission, 2536 Massachusetts Ave. NW., Washington 8, D.C. for $12 a set which is not refundable.★

10 in. by 24 in. Universal **grinding machine,** 20 in. wheel travel with internal grinding attachments, complete with electrical equipment of 440 v., 3-phase, 50 cycle, a.c.; Universal **milling machine;** and 2 in. Collet capacity **capstan lathe** with electrical equipment suitable for 440 v., 3-phase, 50 cycle, a.c., complete with electric pump and fittings, 2-in. hand-operated swing forward bar. Delivered at Hyderabad. NSIC/HP/2M-1782/61.

**Concentrator** with receptacles, bowl hood, and disks of stainless steel. NSIC/HP/2M-2854/61.

Above equipment for Loan 144. Mar. 28. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

### Israel

Ingersoll-Rand, or equal, XLE 18½ and 11½ by 8½ direct-connected flange-mounted synchronous, motor-driven **air compressor** with 5-step automatic clearance control; Ingersoll-Rand, or equal, R-8, 48 by 12 ASME vertical **air receiver,** with standard fittings; Ingersoll-Rand, or equal, size 63PL-12 **air aftercooler,** standard arrangement with standard fitting and connection with automatic condensate trap. Sub-Authorization 1/L1215560. Mar. 23.

USS Tri-Ten, or equal, high-strength **steel structural shapes.** Item 1, 62 pieces, 16CB-161, 40 lb., 32 ft.; Item 2, 30 pieces, 8 B-12, 18.4 lb., 30 ft., 10¾ in. Sub-Authorization 790/1/93. Mar. 15. April delivery.

Four 2-motor **fork lift trucks,** model 680-PD or equal. Sub-Authorization 790/1/62. Mar. 15. April delivery.

Above equipment for Loan 214. **U.S. source.** Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., attention Mr. N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Itemize prices and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender.

Two-motor **fork lift truck,** model 680-PD, or equal basis capacity, 5,000 lb. at 24 in. load, center height of lift, 144 in. **U.S. source.** Sub-Authorization 790/1/101. Mar. 23. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., attention: Mr. N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. May delivery desired. Itemize prices and show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate.★

Caterpillar 463 **scraper,** 1J-1202, or equal, cable apron lift. **U.S. source.** Sub-Authorization 790/1/102. Mar. 23. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. May delivery desired. Itemize prices and show both trade and cash discounts. Suppliers may devise own forms and submit tender, in duplicate.

### Taiwan (Republic of China)

**Annealing** electric resistance **furnace.** Purchase anticipated with expectation of financing through subloan under DLF Loan 113. Project DLF-SL-B-018. Free worldwide. Mar. 13. Tatung Engineering Co., 181-5 Chung-shan Rd. (North), Section 2, Taipei.★

**Molding machine,** jolting and squeezing type; **air hammer, electric hoist,** drawing dies repairing machine, drawing injection instrument dies, flat wire **rolling machine,** aluminum **nail-making machine, hydraulic compressors;** joint compounds for aluminum cable and testing instruments. Loan 47. Worldwide. Credit

amount $34,126.48. Mar. 26. China Wire & Cable Co., Ltd., 22, Kai-Feng St. Sec., 2, Taipei, c/o First Commercial Bank of Taiwan.★

### Thailand

**Pole line hardware.** Loan 19, worldwide. Invitation PDC-MEA-113. Mar. 22. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Bid copies available from: Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

### Turkey

**Machinery for** new 60-ton **flour mill** under construction. Loan 11. Worldwide (ICA Code 899). Amount of credit, $53,-860. Apr. 4. Basak Degirmencilik ve Ticaret Kol. Sti., Diyarbakir.★

Purchase of complete flour mill with 30 tons of soft wheat for extraction of bread flour in 24 hr. Loan 11. Worldwide (ICA Code 899). Amount of credit, $50,-000. Apr. 5. Huseyin Atahan Kol. Sti., Un, Buz ve Circir Fabrikasi, Antakya-Hatay.★

### Yugoslavia

**Copper tubing,** requisition 97; **compensating cable,** req. 98. Loan 135. **U.S. source.** Mar. 13. Invest-Import, Terazije 5, Belgrade. Obtain specifications from Invest-Import, Suite 4819, 500 Fifth Ave., New York 36, N.Y., where quotations are to be sent.

Equipment for 130-mw. thermal plant Kosovo II: 22 pieces, **electric motors** to drive pulverizer mills, induced draft fans, forced draft fans, ash and dust handling equipment, boiler feed pumps, capacity 250 hp. to 2,500 hp. Loan 173. **U.S. source.** Mar. 19. Invest-Import, Terazije 5, Belgrade. For specifications and information, contact the buyer c/o Metalchemical Commercial Corp., 500 Fifth Ave., New York 36, N.Y.★

### *Short Bid Deadlines*

**Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.**

**Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.**

**Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.**

## Products . . .

*(Continued from page 381)*

### Iran

**Colored paper** (blue, red, and yellow) on bobbins, 450 tons, Apr. 10; 196,000 bobbins of **cigarette paper** in various sizes and quantities, Apr. 21; **white paper,** 600 tons, Apr. 8. Iranian Tobacco Monopoly, Tehran. Specifications and samples.★

### Iraq

**Electric power transformers,** 15 500-kv.-a. and 5 300-kv.-a., tender 42/62, Mar. 18. **Foamite fire extinguishers,** 2 gal. capacity, 150, tender, 45/62, Mar. 14. Galvanized **water pipes** 20 ft. long, 1,000 each of ½ in., ¾ in., and 1 in., tender 47/62, Mar. 18. Iraqi Ports Administration, Basra.★

### Mauritius

**Transformers, switchgear,** and other **electrical equipment** for new power station to be erected at Fort Victoria, contract EE.1742/2; 66-kv. and 22-kv. **overhead transmission lines, substation equipment,** and **transformers,** contract EE.-1744/1; 66-kv. oil-filled **cable and terminating equipment,** contract EE.1744/2. Apr. 30 for each contract. Crown Agents for Oversea Governments and Administrations, 4 Millbank, London, SW. 1, England, on behalf of Central Electricity Board, Mauritius.★

### New Zealand

One 30,000 kv.-a. 110/33-kv. **transformer bank** and **spare unit** for the Takapu Road Substation; contract 403, Apr. 24. New Zealand Electricity Department, Wellington. Copy of plans and specifications may be reviewed at the office of the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.★

### Pakistan

**X-ray diffractometer, electronic circuit panel, electronic recorder, recorder chart paper, ball point refills, Geiger counter, X-ray spectrograph** and **accessories, linear amplifier, analyzing crystals** (sodium chloride, topaz and quartz crystals), **steel table** for spectrograph, stainless steel **specimen holder,** and various other supplies and materials for geological survey at Quetta. Tender Eng-II/3/65758/62, Mar. 19. Department of Supply and Development, Government of Pakistan, Karachi.★

### Sudan

**Radio telephone equipment,** including two 350-watt HF transmitters complete with drive unit; three 100-watt single side band transmitters; four SSB receivers. Contract 73, noon Mar. 31.★

Two HF **transmitters** 1 kw. PEP (peak envelope power) complete with drive unit; five SSB HF **radio telephones** 100 watt PEP; twenty SSB HF **radio telephones** 60 watt PEP. Contract 74, noon April 2.★

Rural or community type unit **automatic exchanges,** line capacity 50 to 300 lines, including six 100-line exchanges complete with suitable rectifier type powerplant; fourteen 50-line **exchanges** complete with suitable rectifier type powerplant. Contract 75, noon April 4.★

Controller, Stores & Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.

### Thailand

**Alkaline nickel cadmium storage battery sets,** 18, heavy duty, type KD 220 ampere-hours capacity 220 ampere-hours at discharging rate of 2 hr. Catalog with full specifications desired. Tender 05092, deposit of 22,600 baht (approximately $1,080), 10 a.m. Mar. 21. State Railways of Thailand (Yod-Se), Bangkok.★

## FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

**Greece:** Bids have been submitted by 11 Greek firms for an airport construction project. List of participants available.★

**Guatemala:** Contracts have been awarded for construction of highways from Rio Hondo to San Jacinto, San Jacinto to the Honduran border, and from El Molino to Rio Paz (FCW, Dec. 4, 1961, p. 9).★

**Philippines:** Low bid of $144,000 was submitted by Able Builders Corp., 151 Sta Mesa Ext., San Juan, Rizal, Philippines, for construction of a fertilizer warehouse in the Agricultural Credit and Cooperative Financing Administration (ACCFA) compound at Polo, Bulacan, P.I. Procurement agency is ACCFA, Office of the Chief Engineer, 2544 Taft Ave., Manila.

**Spain:** Industrias y Montajes Electricos S.A., Zaragoza, Spain, received a 39 million peseta ($650,000) contract to install 3,000 street lights in Bilbao.

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**Cigarette output in India** during the first 5 months of 1961 totaled 17.9 billion pieces—up 13% from the 15.9 billion produced in January-May 1960, according to the Foreign Agricultural Service.

# Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

**ARGENTINA**—Construction works to be initiated in April for 195,000-kw. **turbogenerator** to be installed in SEGBA's (Servicio Eléctricos del Gran Buenos Aires, S.A., 184 Balcarce, Buenos Aires) Puerto Nuevo plant. Generator will be supplied by International General Electric, 150 E. 42d St., New York 17, N.Y. (FCW, Jan. 22, p. 109, Foreign Contract Awards.)

**AUSTRALIA**—Tenders will be called in immediate future for £250,000 (£1= $2.25) **building construction project** of S. C. Eyles & Co., Ltd. Building to provide warehouse and office space for wholesale grocery distribution and will contain the most modern equipment available. Write to S. C. Eyles & Co., Ltd., 45 Gilles St., Adelaide, or project architect, Hassel & McConnell, North Adelaide, Australia.

**BOLIVIA**—Plans have been considered and approved by Corporación Boliviana de Fomento (CBF), Casilla 1124, La Paz, for major increase in production capacity for Sucre **cement mill.** Further economic and financial studies will precede equipment purchases.

Plans also underway between CBF and U.S.-Bolivian Public Health Service for expansion of Sucre operation into field of cement pipe for new **water distribution system** for Sucre. Write to Servicio Cooperativo Interamericano de Salud Público, AID/Bolivia, La Paz.

**BRAZIL**—Newly formed COSIGUA, Companhia Siderurgica da Guanabara, considering preliminary plans for construction of integrated **steel mill** and mechanized **iron ore port** at Santa Cruz on Sepetiba Bay, Guanabara State. Total cost set at $250 million.★

**CHILE**—Ovenstone Group of Companies, 8 St. George St., P.O. Box 1007, Cape Town, Republic of South Africa, to establish **fishmeal industry** in Iquique area in northern Chile. Project will require construction of fishmeal reduction plant (to be built by another South Africal firm) and fleet of nine fishing boats.

**GERMANY**—Land Government of Bavaria seriously considering public financial support for development of local **airports.** These would be equipped with air traffic control facilities permitting all-weather operations.

**IRAQ**—U.N. Special Fund has approved proposed lower Zab **irrigation project.** Cost set at ID 3.5 million (ID1= $2.80).

Tenders will be called soon for construction of potable **water supply system** and **sewerage collection system** and **treatment plant** for Municipality of Kerbela.

Construction of ID1.5 million (ID1= $2.80) Shatra-Nassiriya **water purification scheme** to begin soon. Write to Ministry of Municipalities, Baghdad.

**IVORY COAST**—Construction of large modern **hotel** in Abidjan proposed by Intercontinental Hotels Corp., 135 E. 42d St., New York 17, N.Y. The 200-room, $750,000 Cocody Palace Hotel, may be subject of AID investment guarantee.

**MOZAMBIQUE**—Long-term **sanitation and urbanization program** for Municipality of Beira given Government approval. Projects will include sewerage, urbanization, and street paving. If local firms not selected, public bids will be solicited. Initial financing will be through $4.8 million Government subsidy.

**NIGERIA**—Proposal for construction of **iron and steel mill** in Nigeria has been submitted to the Government by International General Electric Co., 150 E. 42d St., New York 17, N.Y.

**PERU**—Proposed plan for connecting San Lorenzo Island with mainland at Callao (FCW, Jan. 22, p. 112, and Feb. 19, p. 288) also calls for development of **fisheries** and **commercial port** on the island and preparation of the area for industrial, commercial, and city planning uses.

An 11-year program of **electrification and irrigation** to be undertaken in Tacna through Tacna Development Corporation. Financing (about $70 million) to be negotiated with Japan.

**SPAIN**—Recently publicized Málaga Plan calls for **series of projects** in Málaga area including irrigation works, highway construction, port modernization, improvement of water supply, and establishment of industrial districts. Government investment set at $80 million over next 6-year period and additional $123 million to be supplied by private interests and Instituto Nacional de Indústria, (INI), Madrid.★

Ayuntamiento (City Hall) of Bilbao to continue 120-million peseta ($2 million) program to improve its **street lighting system.** Future phases of plan will be prepared for bidding. (FCW, this issue, Foreign Contract Awards.)

Astillaros Concho, S.A., Santander, and a Belgian firm plan to set up **plant** in Santander to manufacture **mining equipment.**

**SUDAN**—Ministry of Works, Khartoum, preparing cost estimates for proposed extension of **main runway** of Khartoum Airport to 12,387 feet.

**SYRIA**—A £2 million ($560,000) **improvement program** proposed for Aleppo airport. Works include new control and office building, lighting for night landings, and passenger terminal. Write to Directorate of Civil Aviation, Damascus. (FCW, July 17, 1961, p. 27.)

Ministry of Communications, Damascus, considering linking Damascus and Baghdad by **asphalt road** passing through Palmyra. Length of road inside Syrian territory is 400 miles.

Specifications for **Damascus International Airport** nearing completion. (FCW, May 22, 1961, p. 20.) Airport to include 3,000-meter runway, 10-story administration building tower, and possibly hotel. Write to Directorate of Civil Aviation, Damascus.

**THAILAND**—Consideration is given to construction of **port** at Sriracha. NEDECO, Netherlands Engineering Consultants, 48 Jarastraat, The Hague, presently conducting economic feasibility study for the project.

## Deadline Set in Honduras For Substation Equipment

Bid deadline for the supply and installation of equipment for power substations in Canaveral, San Pedro Sula, and Tegucigalpa, Honduras, is 4 p.m. (CST), Mar. 12.

The equipment is in connection with contract 180-6. Empresa Nacional de Energia Eléctrica (National Electric Co.) of Tegucigalpa, is inviting the bids. The bid deadline was previously reported (FCW, Feb. 26, p. 339) as May 12.

**West Germany's milk production** was up 3% in the first 9 months of 1961—34 billion pounds, compared with 33 billion pounds for the same period in 1960, the Foreign Agricultural Service reports.

Approximately 76% of total production went to dairy plants which used the milk mostly for increased output of butter, canned, and dried milk.

# Pakistan Plans To Invite Hydraulic Gate Tenders

The West Pakistan Water & Power Development Authority (WAPDA) Regional Office, Ebrahim Court, 2 West Wharf, Karachi, intends to call for tenders for the design, manufacture, and supervision of installation of hydraulic and draft tube gates at the Mangla Dam Project.

The tenders will cover five emergency intake gates, each approximately 36 ft. high by 18 ft. wide, to operate under a head of 300 ft. of water, complete with guides, frames, seals, tracks, screens, and hoists.

The gates will be required to close under emergency conditions against a flow of 9,500 cubic feet of water per second, and the plane of operation will be inclined at an angle of approximately 22° to horizontal. Opening will be under balanced-head conditions only.

The manufacturer may be required to submit results of model tests to demonstate adequacy of the design.

WAPDA will also invite tenders for four draft tube gates for Mangla Power Station, each approximately 20 ft. high by 19 ft. wide, to operate under a head of 110 ft. of water, complete with guides, frames and seals. Hoists for these gates will be supplied under another contract.

Procurement of this equipment will be financed through the Indus Basin Development Fund which is administered by the International Bank for Reconstruction and Development.

Manufacturers wanting to be placed on the list of tenderers should apply in English to the consulting engineers, Binnie, Deacon & Gourley, Artillery House, Artillery Row, Westminster, London, SW. 1, before Mar. 15.

Applications must contain a list and full details of similar equipment manufactured, including time when manufactured and names of clients and projects, together with a statement of financial status and banking references.

## Argentina Alters Bid Date For Transformer Station

The bid deadline in connection with public tender 180/61 has been changed from June 14 to noon Apr. 16.

A copy of circular GC/SEP/C 463/3, in Spanish, issued by Agua y Energia Eléctrica (Water and Power Bureau), Buenos Aires, clarifies several matters in connection with this tender for the transformer station at Rosario Sur (Sud), Province of Santa. (FCW, Jan. 8, p. 38; Jan. 22, p. 109; Feb. 12, p. 240.)

# NEW World Trade OPPORTUNITIES

● *The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.*

*While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.*

*When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.*

*Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.*

*World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.*

## LEADS FOR EXPORTERS

*Commodities are wanted for direct purchase unless otherwise specified.*

**010 Commercial Farms**

*Italy*

Oil bearing **seeds.** Gaslini S.p.A. (manufacturer, refiner), 7 Piazza Dante, Genoa. WTD 6/27/61.

*South Africa*

**Raw materials for food and drink industries.** Direct purchase and agency. Industrial Supply Co. (Pty.), Ltd. (wholesaler, importer), 5 Ravenscraig Rd., Woodstock, P.O. Box 279, Cape Town. WTD 12/21/61.

**012 Fruit, Tree Nut, Vegetable Farms**

*Trinidad*

Fresh **apples, grapes, pears, plums,** and **peaches.** W. B. C. Hillebrand & Co. (importer), 27-31 Henry St, P.O. Box 672, Port of Spain. WTD 2/1/62.

**145 Clay, Ceramic, Refractory Minerals**

*Italy*

Bleaching **clays.** Gaslini S.p.A. (manufacturer, refiner), 7 Piazza Dante, Genoa. WTD 6/27/61.

**147 Chemical, Fertilizer Mineral Mining**

*U.A.R. (Egypt)*

**Fluorspar** (calcium fluoride), 360 metric tons, analysis: $CaF_2$—85%, $SiO_2$—4%; size ½ x ½ in. granulated. The Egyptian Iron & Steel Co. S.A.E. (manufacturer), Procurement & Purchasing Dept., 54 Abdel Khalek Sarwat St., Cairo. WTD 3/1/61.

**195 Small Arms**

*Bolivia*

Sporting and hunting **rifles.** Elfra S.A. (importing distributor, exporter), Santa Cruz. WTD 12/21/61.

*Canada*

Hunting and sporting **rifles.** Henry Ossachuk, 434 Third St., Fort Frances, Ont.

**200 Food**

*Ghana*

**Pigs' feet,** 1,000 bbl.; 2,000 tons **flour;** 2,000 tons **sugar;** 2,000 tons **rice.** Ghana Stores (distributor), P.O. Box 362, Takoradi. WTD 10/29/58.

*Trinidad*

**Canned food, fruits, and juices.** W. B. C. Hillebrand & Co. (importer), 27-31 Henry St., Port of Spain. WTD 2/1/62.

**201 Meat Products**

*Jordan*

**Corned beef,** cases of 48 cans. Said & Farid Kawar (importing distributor, manufacturer's agent), P.O. Box 293, Amman. WTD 5/11/61.

**203 Canning and Preserving Fruits, Vegetables, Seafood**

*Netherlands*

Concentrated **frozen orange juice,** cartons of 48 tins of 6 oz. each. Conservenfabriek Kouwenberg N.V. (manufacturer), 153 Molenstraat, P.O. Box 7, Zundert. WTD 2/1/62.

**208 Beverage Industries**

*Mauritania, Islamic Rep. of*

Bottled **beer,** inexpensive popular brand

in bottles of 65 and 35 cl. Direct purchase and agency. Associated Traders Co., Ltd. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 244, 20 Jummah Mosque St., Port Louis, Mauritius. WTD 2/2/62.

**209 Miscellaneous Foods**

***Mauritania, Islamic Rep. of***

**Soybean oil,** 0.15% F.F.A. maximum. Direct purchase and agency. Associated Traders Co., Ltd. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 244, 20 Jummah Mosque St., Port Louis, Mauritius. WTD 2/2/62.

***Spain***

**Aromatics** for feedstuffs. SAINDA (S.A. de Industrializacion de Aceites) (importer, manufacturer), Los Madrazo 18, Madrid 14. WTD 2/6/62.

**220 Textile Mill Products**

***Belgium***

**Material for curtains,** artificial and synthetic, plain, printed, flocked; **printed** rayon, cotton, spun-rayon fabrics for windows. Ets. Henri Robert S.P.R.L. (manufacturer), 53 rue d'Angleterre, Brussels. WTD 12/21/61.

***Germany***

Home **textiles,** such as fabrics for curtains, draperies, and upholstering. Petzoldt & Plum GmbH (importing distributor), 107-109 Schildergasse, Koeln. WTD 2/6/62.

**225 Knitwear**

***Italy***

**Hosiery,** elastic support nylon stockings, seamless, and full fashioned. Giore S.R.L. (importer, wholesaler), 80 Via Cavour, Florence. WTD 12/21/61.

**229 Miscellaneous Textile Products**

***Germany***

**Elastic fabrics** and **nets;** accessories for foundation garments, such as **elastic binding** and **belting.** Wilhelm Meyer-Jlschen (manufacturer, exporter), 25 Hallstr., Stuttgart-Bad Cannstatt. WTD 2/6/62.

**230 Apparel**

***Germany***

New types of **baby articles** made from textiles and plastic material, **children's dresses.** L. & M. Povel (manufacturer), 24 Waldstr., Recklinghausen-Sued. WTD 2/6/62.

**232 Men's, Youths', Boys' Furnishings, Work Clothing**

***Kenya***

Drip dry **trousers;** lower price range, under $4. Direct purchase and agency. Bulling & Cowen, Ltd. (manufacturer's agent), P.O. Box 7353, Nairobi. WTD 12/1/61.

## *World Trade Directory Reports for Sale*

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

**243 Millwork, Veener, Plywood, Prefabricated Structural Wood Products**

***Germany***

Readymade **shutters, louver doors, folding doors.** Karl Knittler (manufacturer), 22 Schwerinstr., Duesseldorf. WTD 11/15/61.

**251 Household Furniture**

***Germany***

**Furniture** of all varieties, particularly small model furniture articles. C. F. Sandberg KG (manufacturer's agent, importing distributor), 18-32 Gereonstr., Koeln. WTD 3/30/61.

**263 Paperboard Mills**

***Iran***

**Kraft liner board** and **semichemical corrugating board,** 47, 42, and 26 lb. 1,000 sq. ft. Iran Carton Co. (importer, manufacturer), Avenue Shah, Aluminum Bldg., Tehran. WTD 2/6/62.

**266 Building Paper, Building Board Mills**

***France***

**Acoustical and insulation board.** Groupe Veran & Costamagna (importing manufacturer, contractor), 7 Blvd. Carabacel, Nice. WTD 2/1/62.

**280 Chemicals**

***Ceylon***

Chemicals such as **caustic soda flakes, soda ash, chloride of lime, essences for soap, essences for fruit cordials.** I. L. M. Noordeen Hadjiar (importing distributor), 236 Main St., Colombo 11. WTD 1/17/62.

***Germany***

All kinds of **plastic raw materials and chemicals** for additives, especially newly developed products. Direct purchase and agency. Handelsunion (importing distributor, manufacturer's agent), Bleichenbruecke 10, Hamburg 36. WTD 12/5/61.

***Mexico***

Fine **organic chemicals, pharmaceuticals, antibiotics, intermediates, industrial specialties, minerals** and **concentrates.** Tecnica Quimica, S.A. (manufacturer), Adolfo Prieto 718-B, Mexico, D.F. WTD 1/15/62.

**281 Industrial Chemicals**

***France***

Chemical products such as **boracic products, synthetic iron oxides, lithium ores, manganese salts, carbonates of potassium, red copper oxide, uranium oxide, selenium and selenites, cadmium coloring solutions.** Direct purchase and agency. Ets. P. Dumont, S.A.R.L. (trader, importer), 9 rue de la Guadeloupe, Paris 18. WTD 12/21/61.

***Italy***

**Nickel catalysts.** Gaslini S.p.A. (manufacturer, refiner), 7 Piazza Dante, Genoa. WTD 6/27/61.

**284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics**

***Belgium***

**Cosmetics.** Direct purchase and agency. Edy Angenot (sales agent), 18 rue des Champs Elysees, Brussels. WTD 2/5/62.

**287 Agricultural Chemicals**

***France***

**Products for use by viniculture and agriculture** for fertilization and treatment of soil. Direct purchase and agency. La Cornubia (Societe Anonyme, producer, wholesaler, exporter, importer), 15 Allees de Chartres, Bordeaux, Gironde. WTD 1/24/62.

**289 Miscellaneous Chemicals**

***South Africa***

**Essential oils** and **compound flavorings** of synthetic products for the food and drink industries. Direct purchase and agency. Industrial Supply Co. (Pty.), Ltd. (wholesaler, importer), 5 Ravenscraig Rd., Woodstock, P.O. Box 279, Cape Town. WTD 12/21/61.

**312 Industrial Leather Belting, Packing**

*Germany*

Flat synthetic **belting** and leather plastic belting. Direct purchase and agency. Friedrich Schaefer (manufacturer, wholesaler, exporter), 24 Bleichstr., Ulm a.d. Donau. WTD 2/6/62.

**322 Glass, Glassware**

*Germany*

Glass **jalousies.** Karl Knittler (manufacturer), 22 Schwerinstr., Duesseldorf. WTD 11/15/61.

**325 Structural Clay Products**

*France*

**Tiling** and **facing** for interiors and exteriors. Groupe Veran & Costamagna (manufacturer, importing contractor), 7 Blvd. Carabacel, Nice. WTD 2/1/62.

**329 Abrasive, Asbestos, Nonmetallic Mineral Products**

*France*

Acoustical and insulation materials, such as **mineral wool** and **molded asbestos.** Groupe Veran & Costamagna (importing manufacturer, contractor), 7 Blvd. Carabacel, Nice. WTD 2/1/62.

**340 Fabricated Metal Products**

*Bolivia*

Construction materials such as **plumbing fixtures, pipe; wire products** such as barbed wire and plain wire. Elfra S.A. (importing distributor, exporter), Santa Cruz. WTD 12/21/61.

**342 Cutlery, Handtools, General Hardware**

*Belgium*

Painters' **syrayers, rollers, sandpapering machines.** S.A. Centrale des Produits Chimiques et de Peinture (importing distributor), 8 rue en Bois, Liege. WTD 12/21/61.

Painters' **sprayers, rollers, sandpapering machines.** Maison Cabeke, S.P.R.L. (importing distributor), 3 rue Docteur De Meersman, Brussels. WTD 12/21/61.

*Germany*

**Painters' equipment and tools;** paint spraying equipment. Wilhelm Fleissner (manufacturer, importer, exporter), 2 Daimlerstr., Oehringen/Wuerttemberg. WTD 9/28/61.

**Fittings** and **hardware** for pleasure boats. Direct purchase and agency. Ekkehard Baensch (importing distributor, manufacturer's agent), Wilhelmstr. 18, Bad Nenndorf/Nieders. WTD 2/6/62.

**Marine hardware,** full line of stainless steel rigging fittings for sailboats. A. W. Niemeyer (importing distributor), Roedingsmarkt 17, Hamburg 11. WTD 8/14/61.

**344 Fabricated Structural Metal Products**

*Germany*

**Fuel tanks** for pleasure boats. Direct purchase and agency. Ekkehard Baensch (importing distributor, manufacturer's agent), Wilhelmstr. 18, Bad Nenndorf/Nieders. WTD 2/6/62.

**351 Engines, Turbines**

*Germany*

Inboard and outboard **marine motors.** August Wiese, Bootsmotore (importer, wholesaler), 84 Mauritiuswall, Koeln a. Rh. WTD 12/23/59.

*South Africa*

Packaged automatic oil-fired **steam generators,** from 5 to 175 hp. Arc Engineering Cape (Pty), Ltd. (importing distributor), P.O. Box 4741, Cape Town. WTD 12/21/61.

**352 Farm Machinery, Equipment**

*Germany*

One-man operated, motor-driven **orchard sprayers.** J. H. Scholl KG (importing distributor), Hallerstr. 48, Hamburg 13. WTD 2/8/62.

*Morocco*

Small power-driven **cultivators; small agricultural equipment** of type used for raising, growing, and harvesting cotton and sugar beets. S.A. Fermes Marocaines, 134 Boulevard Abdelmoumen, Casablanca. WTD 1/15/62.

## Indonesian Importer Says U.S. Exports Too Slow

An influential East Java importer believes the most important weakness of U.S. exports to Indonesia is their slow delivery time.

The importer is M. Joenoes Mattalitti, general secretary of the East Java branch of KINSI (the Indonesian private importers association), and president-director of the import firm, P. T. Joenoes Mattalitti.

His own firm specializes in Japanese imports and so far has accepted no U.S. agency.

Mr. Mattalitti also says the government (the BDP office) holds three criteria as being of greatest importance in considering an import application. In order of importance these are: importance of the product to the Indonesian economy; price; and delivery time.

The price of U.S. products, he feels, is not a general problem, contrary to the fears frequently expressed on this point by Americans. Again and again, import applications from KINSI members for U.S. products have been rejected by the BDP on the grounds that the estimated delivery time was too slow as compared to that for competitive products from Japan and Europe.

**353 Construction, Mining, and Materials Handling Machinery and Equipment**

*Australia*

**Machinery and engineering supplies,** particularly electric hoists with capacity of 1 or more tons, depressed center grinding wheels, level and chain blocks, butt welding fittings, tube ends, universal ball joints, small gasoline engines from 1 to 12 hp., plate working machines, light material handling equipment. Scruttons (Sydney) Pty., Ltd. (merchant), 639-651 Gardeners Rd., Mascot, N. S. W. WTD 12/13/61.

*Germany*

Roadbuilding machines, such as bulldozers, scrapers, and diggers. Eimeha Eisen—und Metallhandel Herbert Bohschke KG (importing distributor), 18-20 Herzogstr., Duesseldorf. WTD 2/5/62.

*Iran*

Off-the-road **construction equipment.** Payar Co., Ltd. (importer, exporter), Avenue Villa, No. 30, Tehran. WTD 2/3/62.

*Netherlands*

Equipment for internal factory and storehouse transportation, such as **loaders, fork lift trucks,** and similar. Direct purchase on exclusive basis. N.V. N.I.M.A.G. (importing distributor), 280 Veurse Straatweg, Leidschendam. WTD 1/25/62.

*Philippines*

**Logging equipment,** high lead blocks for overhead skyline. Motor & Industrial Products Co., Inc. (importing distributor, wholesaler, sales agent), P.O. Box 3586, Manila. WTD 11/3/60.

**354 Metalworking Machinery, Equipment**

*Indonesia*

**Packaged plants for nail manufacturing** and bolt and nut manufacturing; special **die for jerry can manufacture,** P. D. N. Tulus Bhakti (importer, distributor, manufacturer), Djalan Hajam Wuruk 127, Djakarta. WTD 12/15/60 as P. T. Indestins, Ltd.

*Iran*

**Carwashing machines,** completely automatic or semiautomatic. Consortium Vahabzadeh (importing distributor), Avenue Saadi-Shomali, Tehran. WTD 6/9/59.

*Netherlands*

Fully automatic **machine tools.** Direct purchase on exclusive basis. Handels-en Ingenieursbureau Hesperia (importing distributor), 37 Nieuwe Uitleg, The Hague. WTD 1/26/62.

**355 Special Industry Machinery**

*Ecuador*

Complete **refining plant** for reduction of dry natural gas to produce liquid gas,

after removal of gasoline; annual production capacity, 2,000 tons, with provision for increase; dry gas to average approximately 7% butane-propane content. Dorlia S.A., P.O. Box 2715, Quito. WTD 11/22/61.

*Germany*

**Machinery for production of packaging material; machinery for the graphic industry,** except bookbinding and printing machines; **collating machinery.** Otto Kehrer (importer, wholesaler, manufacturer's agent), 187A Am Kraeherwald, Stuttgart-W. WTD 2/7/62.

One **machine for continuous grinding of porous refractories,** straight; capacity 1,000 pieces per hr. Heinrich Koppers GmbH (manufacturer), 61 Wiesenstr., Duesseldorf. WTD 6/27/60.

**Packaging machines of all kinds for food supermarkets,** such as sealing machines for plastic bags and foils and paper bag closing machines. Heinrich Rheindorff (importer, manufacturer, wholesaler), 21/25 Annastrasse, Koeln-Bayenthal. WTD 11/24/61.

**Printing machines** for offset print used for printing labels in rolls. Heinrich Rheindorff (importer, manufacturer, wholesaler), 21/25 Annastr., Koeln-Bayenthal. WTD 11/24/61.

*Indonesia*

**Packaged plant for injection molding of plastics.** P.D.N. Tulus Bhakti (importer, distributor, manufacturer), Djalan Hajam Wuruk 127, Djakarta. WTD 12/15/60 as P.T. Indestins, Ltd.

*Netherlands*

Equipment and **machinery for the chemical industry.** Direct purchase on exclusive basis. N.V. Hesperia Hydrochemie (importing distributor), 37 Nieuwe Uitleg, The Hague. WTD 1/26/62.

**357 Office, Computing, Accounting Machines**

*Bolivia*

**Typewriters, calculators.** Elfra S.A. (importing distributor, exporter), Santa Cruz. WTD 12/21/61.

**358 Service Industry Machinery**

*Bolivia*

**Air-conditioning equipment.** Elfra S.A. (importing distributor, exporter), Santa Cruz. WTD 12/21/61.

*Netherlands*

**Coin vending machines,** coffee, candy and cigarette dispensers, hot food machines; and mechanisms therefor. Automatic Holland N.V. (importing distributor, manufacturer), 31a Groenendaal, Rotterdam 1. WTD 12/21/61.

*Norway*

Equipment for snack bars and restaurants, such as **soft drink, ice cream, and frozen custard dispensers, revolving grills.** Direct purchase and agency. A/S Automatsalg (importing distributor), Drammensveien 34q, Lysaker. WTD 1/18/62.

Combined commercial **air-conditioning units** for heating and cooling office buildings. Direct purchase and agency. Sivilingenior J. C. Falkenberg (importing distributor, manufacturer's agent, contractor), 30 Raadhusgaten, Oslo. WTD 12/29/61.

**361 Electric Transmission, Distribution Equipment**

*South Africa*

**Component parts** for the local assembly of low-tension switchgear. Direct purchase and agency. Arc Engineering Cape (Pty.), Ltd., (importing distributor), P.O. Box 4741, Cape Town. WTD 12/21/61.

**362 Electrical Industrial Apparatus**

*South Africa*

**Welding plants and equipment.** Arc Engineering Cape (Pty.), Ltd. (importing distributor), P.O. Box 4741, Cape Town. WTD 12/21/61.

**363 Household Appliances**

*Bolivia*

Kerosene and electric **refrigerators, fans, freezers.** Elfra S.A. (importing distributor, exporter), Santa Cruz. WTD 12/21/61.

Electric and manual **sewing machines.** Elfra, S.A. (importing distributor, exporter), Santa Cruz. WTD 12/21/61.

*Ceylon*

**Kerosene cookers.** I. L. M. Noordeen Hadjiar (importing distributor), 236 Main St., Colombo 11. WTD 1/17/62.

*Germany*

Petroleum-operated **refrigerators** for yachts and cabin cruisers, 8 to 12 gal. capacity. A. W. Niemeyer (importing distributor), Roedingsmarkt 17, Hamburg 11. WTD 8/14/61.

Electric **washing machines** and **dishwashers.** Direct purchase and agency. Peter Schuermann (manufacturer's agent), 8 Moltkestr., Duesseldorf. WTD 2/6/62.

*Panama*

Household appliances, including **drink and food mixers, meat grinders, vacuum cleaners, toasters, hot water heaters,** and **pressure cooking vessels.** Rodriguez & Cia., Ltda. (importing distributor), P.O. Box 6617, Avenida Justo Arosemena & Calle 25, Panama. WTD 1/31/62.

*South Africa*

Electric **washing machines;** electric (220 v., a.c.) and gas-operated 2½ cu. ft. **refrigerators; small electric appliances.** Direct purchase and agency. Lionel Comaroff & Co. (Pty.), Ltd. (importing distributor), 16a Lower Burg St., Cape Town. WTD 12/21/61.

**364 Electric Lighting, Wiring Equipment**

*Ceylon*

**Flashlights and batteries.** I. L. M. Noordeen Hadjiar (importing distributor), 236 Main St., Colombo 11. WTD 1/17/62.

*Germany*

Incandescent **lamps for signal lights** on tractors. Woldemar Beiersdorf (importing distributor), Steinstr. 14, Hamburg 1. Sample.★ WTD 12/21/61.

**365 Radio, TV Receiving Sets**

*Singapore*

Hi-fi and stereophonic **phonograph records, pickup heads, needles.** Chiang Huat Co. (importing distributor, manufacturer's agent), 164 South Bridge Rd., Singapore 1. WTD 2/9/62.

*South Africa*

**Radio receivers,** table and portable models, for battery, 220 v.a.c. operation, equipped for VHF. Direct purchase and agency. Lionel Comaroff & Co. (Pty.), Ltd. (importing distributor), 16a Lower Burg St., Cape Town. WTD 12/21/61.

**366 Communications Equipment**

*South Africa*

**Electronic equipment** for hams, electronic communications equipment, underwater sound equipment. Audiolens (Pty), Ltd. (importer), Norwich House, Foreshore, P.O. Box 4695, Cape Town. WTD 12/21/61.

**371 Motor Vehicles, Equipment**

*Belgium*

**Automobile upholstery products and accessories,** safety belts, cool cushions, rubber floor mats, clear plastic, artificial leather in polyvinyl chloride. Direct purchase and agency. Dewaet S.P.R.L. (importer, manufacturer, exporter), 650

## Argentina Invites Tenders For Transmission Line

Agua y Energia Eléctrica (Water and Power Bureau) has invited bids for the supply and erection of a 132-kilowatt transmission line between the cities of Rosario and Santa Fe.

Official budget for this project is reported to be 141 million pesos (approximately $1.7 million). A set of the specifications and drawings (public tender 20/62) in Spanish is available on loans from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C., or may be purchased for 2,000 pesos (approximately $25) from Agua y Energia Eléctrica, Subgerencia de Talleres y Suministros, Lavalle 1527, Buenos Aires.

Completed bids should be presented by noon, Aug. 13, to Agua y Energia Eléctrica, Sala de Licitaciones, Lavalle 1554, Buenos Aires.

## Agency in Nigeria Asks Shallow Draft Boats

The Niger Delta Development Board of Lagos, Nigeria, is interested in obtaining shallow draft boats of various sizes for survey use on the Delta of the River Niger. They will require the following types:

Heavy-duty shallow-draft power boats with accommodations for ten, plus crew.

Light, fast, shallow-draft power boats similar to above with accommodations of two to four, plus crew.

Work boats for transport of personnel and supplies ship to shore.

Small fast craft suitable for day trips and use as tenders.

Inquiries should be directed to the Secretary, Niger Delta Development Board, Cabinet Office, Lagos.

chaussee de Waterloo, Brussels. WTD 12/21/61.

*Germany*

**Blinker signal indicators.** Woldemar Beiersdorf (importing distributor), Steinstr. 14, Hamburg 1. Sample.★ WTD 12/21/61.

**Air and oil filters** for motors of popular make tractors and trucks. Direct purchase and exclusive agency. Egon Gladen, Export-Import (importer, exporter, wholesaler), 11 Gelsenkirchener Str., 185 P.O. Box, Gelsenkirchen-Buer. WTD 2/5/62.

**379 Miscellaneous Transportation Equipment**

*Germany*

**Trailers for pleasure boats.** Direct purchase and agency. Ekkehard Baensch (importing distributor, manufacturer's agent), Wilhelmstr. 18, Bad Nenndorf/Nieders. WTD 2/6/62.

*Norway*

**Automobile trailers.** Maskinhuset A/S (manufacturer, importing distributor, wholesaler, retailer), Hillevaag, Stavanger. WTD 11/21/61.

**381 Engineering, Laboratory, and Scientific and Research Instruments**

*Hong Kong*

**Bathythermograph** (device lowered into sea for measuring and recording temperatures in oceanographic research; also for underwater current measurements). Schmidt & Co. (H.K.), Ltd. (sales agent), 16-30 Chater Rd., (Alexandra House). WTD 8/25/61.

**383 Optical Instruments, Lenses**

*Canada*

**Telescopes.** Henry Ossachuk, 434 Third St., Fort Frances, Ont.

**386 Photographic Equipment, Supplies**

*Canada*

**Cameras.** Henry Ossachuk, 434 Third St., Fort Frances, Ont.

*South Africa*

**Cine and still cameras** and projectors for professionals and amateurs. Audiolens (Pty.), Ltd. (importer), P.O. Box 4695, Cape Town. WTD 12/21/61.

**394 Toys, Amusements, Sporting and Athletic Goods**

*Canada*

**Toys, all types of sporting goods, baseball and hockey equipment.** Henry Ossachuk, 434 Third St., Fort Frances, Ont.

*Ceylon*

**Fishing equipment** such as nylon fishing nets, nylon thread for fishing nets, nylon ropes, nylon floats, fishing bait for commercial fishing (spoons, feather jigs), stainless steel wire for fishing purposes from about 25 to 750 lb. breaking strain. I. L. M. Noordeen Hadjiar (importing distributor), 236 Main St., Colombo 11, WTD 1/17/62.

*Germany*

**Dolls; stuffed animals;** metal, rubber and plastic **toys.** Direct purchase and agency. Thomas & Schmitz (wholesaler), 57 Adersstr., Duesseldorf. WTD 1/29/62.

All kinds of **sporting goods; basketball clothing; tennis catgut.** Direct purchase and agency. Montana Sport GmbH (manufacturer, importer, exporter, wholesaler, agent), 20 Handschuhsheimer Landstr., Heidelberg. WTD 2/8/62.

*Norway*

**Camping equipment** of all kinds. Maskinhuset A/S (manufacturer, importing distributor, wholesaler, retailer), Hillevaag, Stavanger. WTD 11/21/61.

**Hobby articles,** such as do-it-yourself kits, plastic kits, model railways, tools, radio and science experimental sets. Gnisten, Knut Andre (importer), 36 Dronningensgate, Olso. WTD 1/22/62.

**399 Manufacturing Industries**

*Belgium*

**Painters' brushes.** S.A. Centrale des Produits Chimiques et de Peinture (importing distributor), 8 rue en Bois, Liege. WTD 12/21/61.

**Painters' brushes.** Maison Cabeke, S.P.R.L. (importing distributor), 3 rue Docteur De Meersman, Brussels. WTD 12/21/61.

*Germany*

**Baby items** of all varieties other than textile baby articles. Direct purchase and exclusive agency. Willy Scheyns (importing distributor), 141 Aachenerstr., Eschweiler/Rhld. WTD 2/8/62.

## LEADS FOR AGENCIES

***Exclusive distributorship wanted only if specified.***

**010 Commercial Farms**

*Taiwan*

**Cotton, wheat, corn,** other agricultural products; preferably from West Coast. Elephant Trading Co., Ltd. (importer), 1756 Chung Cheng Road, Taipei. WTD 11/26/57.

**011 Field Crop Farms**

*Rhodesia and Nyasaland, Fed. of*

**Raw cotton.** R. H. Monks & Co. (Pvt.), Ltd. (manufacturer's agent), P.O. Box 701, Salisbury, Southern Rhodesia. WTD 1/19/62.

*Switzerland*

**Hops.** Fisca, Ltd. (commission merchant), 76 Leimenstrasse, Basel. WTD 2/7/62.

**195 Small Arms**

*France*

**Hunting rifles.** Ets. H. Bazin, S.A. (manufacturer, wholesaler), 47 Boulevard de Sebastopol, Paris 1. WTD 12/21/61.

**200 Food**

*Belgium*

**Canned and other foods.** Edy Angenot (sales agent), 18 rue des Champs Elysees, Brussels. WTD 2/5/62.

*El Salvador*

**Canned foods.** Roberto Keim (manufacturer's agent), 33 Calle Poniente, San Salvador. WTD 1/5/62.

*Germany*

**Biscuits and crackers, chocolate candy, hard candy,** and related items. Hugo Jansen (importing distributor, manufacturer's agent), Clausstr. 6, Hamburg-Altona. WTD 12/21/61.

*Saudi Arabia*

All kinds of **foods.** Mohamed Fazil Abdulla Arab (importing distributor, commission merchant), P.O. Box 301, Damman, and P.O. Box 260, Al-Khobar. WTD 2/13/61.

**204 Grain Mill Products**

*Italy*

**Basic products for animal feeds.** Alina —Allied International Agents Ltd., S.r.l. (sales agent), 4-A/8, Via Malta, Genoa. WTD 12/27/61.

*Spain*

**Wheat, corn, barley.** Mariano Matesanz Roman (commission merchant), Don Ramon de la Cruz 47, Madrid 6. WTD 2/6/62.

**208 Beverage Industries**

*Belgium*

**Alcoholic beverages and wines.** Raes & Co., SPRL (importing distributor), 222a rue Royale, Brussels. WTD 12/21/61.

*Germany*

**Rye and bourbon whisky.** Hugo Jansen (importing distributor, manufacturer's agent), Clausstr. 6, Hamburg-Altona. WTD 12/21/61.

**209 Miscellaneous Foods**

*Italy*

**Fish, animal and vegetable oils.** Alina—Allied International Agents, Ltd., S.r.l. (sales agent), 4-A/8, Via Malta, Genoa. WTD 12/27/61.

*Spain*

**Soybean oil.** Mariano Matesanz Roman (commission merchant), Don Ramon de la Cruz 47, Madrid 6. WTD 2/6/62.

**220 Textile Mill Products**

*El Salvador*

All types of **textiles.** Roberto Keim (manufacturer's agent), 33 Calle Poniente, San Salvador. WTD 1/5/62.

*Netherlands*

**Printed cotton piece goods** for ladies and teenagers; **poplins, curtain cloth; piece goods for rain clothing.** Exclusive agency. Julius Meyer (manufacturer's agent), 84 Rokin, Amsterdam. WTD 1/26/62.

**Wall and floor coverings of synthetic materials,** fibers of which have been fixed to the base electronically; "dyeing cross" piece goods, that is, piece goods which has been dyed according to a process by which more than one color is printed on one piece of goods consisting of various base fabrics. Exclusive agency. B. van der Nap (manufacturer's agent), 9 Leliegracht, Amsterdam. WTD 1/29/62.

*Norway*

**Piece goods for household curtains.** Aage Meidell Bjorndal (manufacturer's agent), H. Halvorsens vei 32b, Oslo. WTD 1/22/62.

*South Africa*

Fabrics in both winter and summer weights: **Dress materials** of silk, cotton, jersey, etc.; **men's shirt materials** of silk, cotton, poplin, etc.; **flannels** of worsted or synthetic fibers for men's suits; **linings** for apparel; **upholstery fabrics** of rayon, nylon, etc. in large variety of designs; **curtaining material** in regency stripe, florals, modern and period designs. Indenta (manufacturer's representative), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

*Venezuela*

**Apparel textiles:** Synthetics, rayon, nylon, cotton, wool, etc. Juan Rodriguez Montero (manufacturer's agent, commission merchant), Salas a Balconcito 28, Caracas. WTD 1/10/62.

**221 Broad Woven Fabric Mills, Cotton**

*Ceylon*

**Cotton textiles.** Reliance Import & Export Co. (importing distributor), 16 Baillie St., Fort, Colombo. WTD 1/16/62.

**222 Broad Woven Fabric Mills, Manmade Fiber and Silk**

*South Africa*

**Lingerie fabrics; nylon chiffon and sheer fabrics,** width 45 in.; 180 denier **acetate taffetas,** width 45 in. K. Bruch (manufacturer's agent), 96 Longmarket St., P.O. Box 3348, Cape Town. WTD 12/21/61.

**225 Knitwear**

*Belgium*

**Hosiery** for ladies and men. Edy Angenot (sales agent), 18 rue des Champs Elysees, Brussels. WTD 2/5/62.

*South Africa*

**Men's socks, sweaters.** Indenta (manufacturer's representative), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

**228 Yarn and Thread Mills**

*Germany*

**Yarn,** particularly fully synthetic fiber yarn. Export-Bureau Schenk (manufacturer's agent), 4 Bardiliweg, Stuttgart 13. WTD. 10/4/61.

*Rhodesia and Nyasaland, Fed. of*

**Cotton yarns, spun rayon yarns, mixture yarns.** R. H. Monks & Co. (Pvt.), Ltd. (manufacturer's agent), P.O. Box 701, Salisbury, Southern Rhodesia. WTD 1/19/62.

**229 Miscellaneous Textile Goods**

*South Africa*

**Lingerie laces and guipure laces.** K. Bruch (manufacturer's agent), 96 Longmarket St., P.O. Box 3348, Cape Town. WTD 12/21/61.

**232 Men's, Youths', Boys' Furnishings, Work Clothing**

*South Africa*

**Men's shirts.** Indenta (manufacturer's representative), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

**239 Miscellaneous Fabricated Textile Products**

*South Africa*

**Lingerie trimmings and embroideries.** K. Bruch (manufacturer's agent), 96 Longmarket St., P.O. Box 3348, Cape Town. WTD 12/21/61.

**252 Office Furniture**

*Saudi Arabia*

**Office furniture.** Mohamed Fazil Abdulla Arab (importing distributor, commission merchant), P.O. Box 301, Damman, and P.O. Box 260, Al-Khobar. WTD 2/13/61.

**254 Partitions, Shelving, Lockers, Office and Store Fixtures**

*Germany*

**Grocery store and supermarket furniture and equipment.** Hugo Jansen (importing distributor, manufacturer's agent), Clausstr. 6, Hamburg-Altona. WTD 12/21/61.

**281 Industrial Chemicals**

*Belgium*

**Industrial chemicals.** Produits Chimiques V. Marcoux (importing distributor, commission merchant), 4-10 rue de Dobbelenberg, Brussels. WTD 12/21/61.

*Germany*

**Anhydrous glucose** B.P.; glucose 46° Bé. Holler & Co. (manufacturer's agent), Ballindamm 13, Hamburg 1. WTD 12/21/61.

**282 Plastics Materials and Synthetic Resins, Synthetic Rubber, Synthetic and Other Manmade Fibers**

*Norway*

**Plastic materials** for manufacture of hand bags, brief cases, pocket books, suit cases, and shoes. Helge Petersen A/S (importing distributor, manufacturer's agent), Halden. WTD 1/22/62.

*South Africa*

**Synthetic fibers for clothing industry.** Indenta (manufacturer's representative), 862 Broadway Industries Centre, Heerengracht, Foreshore, Cape Town. WTD 12/1/61.

*Venezuela*

**Raw materials for plastic manufacture,** such as polyethylene. S.A.R.I., Sociedad Anonima Representaciones Internacionales (manufacturer's agent), Edificio Oriol, Avenida El Progreso, Las Acacias, Caracas. WTD 1/30/62.

**283 Drugs**

*Ceylon*

**Pharmaceuticals** (antipyretics, analgesics, antibiotics, vitamins, steriods, hormones); **fine chemicals.** Reliance Import & Export Co. (importing distributor), 16 Baillie St., Fort, Colombo. WTD 1/16/62.

*Venezuela*

**Pharmaceuticals.** Juan Rodriguez Montero (manufacturer's agent, commission agent), Salas a Balconcito 28, Caracas. WTD 1/10/62.

## Morocco Projects Open To U.S. Bidders

Three new construction projects in Morocco have been opened to U.S. bidders.

The first project calls for a feasibility study for an 80-meter-high earthen storage dam to be constructed on Oued Tessaout near Marrakech.

The second project calls for construction of a diversion dam and irrigation ditches and tunnels in the same region near Marrakech.

The third project calls for construction of a diversion tunnel near Nador.

Firms interested in bidding on these projects should express their interest by Mar. 15 to the Government of Morocco, National Irrigation Office (ONI), Rabat, inclosing information on their qualifications.

**331 Steel Mill Products**

*India*

Iron and steel products such as **spring steel wire, hot rolled sheets, welding wire, stainless steel sheet, tool and alloy steel.** R. S. Jhaveri (manufacturer's representative, indent agent), Hira Mahal, 2d floor, 250 Kalbadevi Road, Bombay 2. WTD 1/19/62.

*Netherlands*

**Cold rolled alloy steel sheets.** Zimmer-Bofors N.V. (manufacturer's agent), 1-7 Korte Bleekersstraat, Amsterdam. WTD 12/21/61.

**342 Cutlery, Handtools, General Hardware**

*Rhodesia and Nyasaland, Fed. of*

**Handtools.** Randall's (Rhodesia), Ltd. (manufacturer's agent), P.O. Box 1453, Salisbury, Southern Rhodesia. WTD 1/26/62.

*Venezuela*

**Plumbing tools, locks.** Juan Rodriguez Montero (manufacturer's agent, commission merchant), Salas a Balconcito 28, Caracas. WTD 1/10/62.

**343 Heating Apparatus, Plumbing Fixtures**

*Belgium*

**Domestic and industrial central heating generators** using only gas as fuel. Exclusive agency for Belgium, The Netherlands, Luxembourg, and France. Chaffoteaux & Maury, S.A. (manufacturer, importer), 49 rue de Veeweyde, Brussels. WTD 12/21/61.

*Rhodesia and Nyasaland, Fed. of*

**Solar heaters,** economical and reasonably small, suitable for conversion of heat for cooking, heating, and storage of same. R. H. Monks & Co. (Pvt.), Ltd. (manufacturer's agent), P.O. Box 701, Salisbury, Southern Rhodesia. WTD 1/19/62.

*Venezuela*

**Plumbing fixtures.** Juan Rodriguez Montero (manufacturer's agent, commission merchant), Salas a Balconcito 28, Caracas. WTD 1/10/62.

**351 Engines, Turbines**

*India*

**Oil engine parts.** Standard Spares and Mechanical Works (retailer, wholesaler, manufacturer), 2443 G. B. Road, Delhi. WTD 2/9/62.

*Saudi Arabia*

**Gas turbine generators.** Mohamed Fazil Abdulla Arab (importing distributor, commission merchant), P.O. Box 301, Damman, and P.O. Box 260, Al-Khobar. WTD 2/13/61.

**352 Farm Machinery, Equipment**

*India*

**Agricultural tractors,** wheel type and crawler type. Hind Enterprises (importer), P.B. No. 434, 8 Dalhousie Square East, Calcutta 1. WTD 1/17/62.

**353 Construction, Mining, and Materials Handling Machinery and Equipment**

*Belgium*

**Concrete mixers; cranes and hoisting equipment, truck mixers.** S. A. Wolf-Zondervan (importer, manufacturer), 265 Avenue de la Couronne, Ixelles/Brussels. WTD 12/21/61.

*Switzerland*

**Construction and mining machinery and equipment.** Henry A. Berkhuys (manufacturer's agent, commission merchant), 81 Route de l'Aire, Geneva. WTD 2/6/62.

**354 Metalworking Machinery, Equipment**

*Australia*

**Turret and automatic lathes.** Demco Machinery Co. Pty., Ltd. (merchant, importer), 267-271 Cleveland St., Redfern, Sydney. WTD 11/30/60.

*Germany*

**Small machinery and tools** such as measuring instruments, cutting tools, screw taps, lathe tools, tool bits, measuring instruments (especially new types), calipers, precision measuring micrometers (inside, outside, screw thread), indicating micrometers and comparators. Gerhard Schmidt (manufacturer's agent, wholesaler), 39 Osterbronnstrasse, Stuttgart-Rohr. WTD 12/19/61.

*Germany*

Machine tools such as **turning lathes, shaping machines, milling machines.** Exclusive agency. Hans Gottschalk-Werkzeugmaschinen-Grosshandel (importer, wholesaler), Kaan-Marienborn b. Siegen/W. WTD 1/29/62.

*India*

**Machine tools, power sprayers, garage tools.** Standard Spares & Mechanical Works (retailer, wholesaler, manufacturer), 2443 G. B. Road, Delhi. WTD 2/9/62.

*Rhodesia and Nyasaland, Fed. of*

**Power tools, garage supplies and equipment.** Randall's (Rhodesia), Ltd. (manufacturer's agent), P.O. Box 1453, Salisbury, Southern Rhodesia. WTD 1/26/62.

*Switzerland*

**Surface grinding machines** (500 to 5,000 mm.), **circular grinding machines** (500 to 5,000 mm.), **vertical turning and boring mills** (single and double sided), **planing machines** (single and double sided), **single spindle semi-automatic lathes** (diameter of spindle 50 to 200 mm.), **drilling and milling machines** Hartmann E. Gut (importing distributor), Gubelhangstrasse 23, Zurich. WTD 12/18/61.

**Automotive maintenance equipment.** Henry A. Berkhuys (manufacturer's agent, commission merchant), 81 Route de l'Aire, Geneva. WTD 2/6/62.

**355 Special Industry Machinery**

*Rhodesia and Nyasaland, Fed. of*

**Heat sealing machine** suitable for sealing plastic raincoat seams. R. H. Monks & Co. (Pvt.), Ltd. (manufacturer's agent), P.O. Box 701, Salisbury, Southern Rhodesia. WTD 1/19/62.

**356 General Industrial Machinery, Equipment**

*India*

**Air compressors.** Standard Spares & Mechanical Works (retailer, wholesaler, manufacturer), 2443 G. B. Road, Delhi. WTD 2/9/62.

**357 Office, Computing, Accounting Machines**

*Saudi Arabia*

**Office machines, equipment.** Mohamed Fazil Abdulla Arab (importing distributor, commission merchant), P.O. Box 301, Damman, and P.O. Box 260, Al-Khobar. WTD 2/13/61.

**358 Service Industry Machines**

*Belgium*

**Domestic and industrial air conditioning equipment** using only gas as fuel. Exclusive agency for Belgium, The Netherlands, Luxembourg, and France. Chaffoteaux & Maury, S.A. (manufacturer, importer), 49 rue de Veeweyde, Brussels. WTD 12/21/61.

**358 Service Industry Machines**

*Germany*

**Food and beverage vending machines.** Hugo Jansen (importing distributor,

manufacturer's agent), Clausstr. 6, Hamburg-Altona. WTD 12/21/61.

**362 Electrical Industrial Apparatus**

*India*

**Generating sets.** Standard Spares & Mechanical Works (retailer, wholesaler, manufacturer), 2443 G. B. Road, Delhi. WTD 2/9/62.

**371 Motor Vehicles, Equipment**

*Ceylon*

**Automotive spares.** Reliance Import & Export Co. (importing distributor), 16 Baillie St., Fort, Colombo. WTD 1/16/62.

**384 Surgical, Medical, Dental Instruments and Supplies**

*Philippines*

**Surgical supplies and equipment.** Benitez & Co., Inc. (importing distributor, manufacturer's agent, exporter), Puyat Bldg., Escolta St., P.O. Box 1161, Manila. WTD 2/3/54.

**386 Photographic Equipment, Supplies**

*Philippines*

**Microprojectors** for schools for projection on wall to be viewed by class as a whole. Benitez & Co., Inc. (importing distributor, manufacturer's agent, exporter), Puyat Bldg., Escolta St., P.O. Box 1161, Manila. WTD 2/3/54.

**387 Watches, Clocks, Clockwork Operated Devices, Parts**

*Switzerland*

**Time pieces and related measuring devices.** Robert Degen (manufacturer's agent), 55 Hauptstrasse, Oberdorf, Baselland. WTD 2/9/62.

**391 Jewelry, Silverware, Plated Ware**

*Australia*

**Jewel settings, mountings; jewelry parts.** K. Buchester (manufacturer's agent), Campbell's Bldg., 12 Creek St., Brisbane. WTD 2/7/62.

**394 Toys, Amusements, Sporting and Athletic Goods**

*France*

**Hunting articles, accessories.** Ets. H. Bazin, S.A. (manufacturer, wholesaler), 47 Boulevard de Sebastopol, Paris 1. WTD 12/21/61.

**394 Toys, Amusements, Sporting and Athletic Goods**

*Rhodesia and Nyasaland*

**Fishing tackle.** Shaw-Carter Co. (Pvt.) Ltd. (manufacturer's agent), P.O. Box 2161, Salisbury, Southern Rhodesia. WTD 1/17/62.

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**U.S. exports of natural sausage casings** reached 18.2 million pounds in 1961, up 14% from 1960, the Foreign Agricultural Service reports.

## LEADS FOR IMPORTERS

*Commodities are offered direct unless specified.*

**203 Miscellaneous Foods**

*France*

**Shelled walnuts** from Bordeaux region, extra halves and others; also **almonds and hazelnuts** (bleached, and others). Good quality. Direct or through agents. Produits Aya Monopole (producer, wholesaler, exporter), Sarlat-en-Perigord, Dordogne. WTD 1/18/61.

*Netherlands*

**Delicatessen specialties; Norwegian fish preserves.** P. J. M. Hendrikx (export delegate for specialty food), 34 Zomerstraat, Tilburg. WTD 12/7/61.

**223 Textile Products**

*Germany*

**Protective blanket for infants and children** up to 6 years of age. Direct or through agents. L. & M. Povel (manufacturer), 24 Waldstrasse, Recklinghausen-Sued. WTD 2/6/62. Brochures.★

**264 Paper Products**

*Finland*

Combined **airmail letter-and-envelope blanks.** Direct or through different agents for East, South, West. Voima-Kone Dipl. ins. Mikko Kulhia (manufacturer, export merchant, wholesaler), Vuorikatu 22, Helsinki. WTD 1/31/62.

**281 Industrial Chemicals**

*Cambodia*

**Nux vomica.** Standard grade. 200 metric tons. Tridara, S. A. (export merchant), 129 Vithei Kralahom Kong, Phnom Penh. WTD 8/8/60.

**317 Small Leather Goods**

*Finland*

**Pocket purses** pressed from a single piece of real or artificial leather; **loose-leaf pocket memo pad** without springs, spirals, or rings. Can be equipped with pockets for banknotes, stamps, visit cards, etc. Direct or through different agents for East, South, West. Voima-Kone Dipl.ins. Mikko Kulhia (manufacturer, export merchant, wholesaler), Vuorikatu 22, Helsinki. WTD 1/31/62.

**354 Metalworking Equipment**

*Canada*

**Equipment for containerization**—Modular interlocking stitched panel process. Steadman Industries, Ltd. (manufacturer), Toronto, Ontario. Firm interested in seeking distributors and/or licensees in United States. Descriptive folder.★

**355 Special Industry Machinery**

*Denmark*

**Orchard implements**—Cultivators and branch pulverizers of all kinds of orchards. Direct or through agents. Abilgaardens Frugplantager & Maskinfabrik (manufacturer), 163 Bistrupvej, Birkerod, Denmark. WTD 3/23/61. Descriptive material.★

*Italy*

**Single cylinder planers, double-cylinder planers, vertical milling machines, 6-use combined machines, 2- and 4-head traveling sawing machines, band saws.** Ten machines a month. Dr. Filippo Iori (manufacturer's agent), 5 Via Gabbi, Reggio Emilia. WTD 2/8/62. Literature.★

**356 General Industrial Machinery**

*Scotland*

**New matrix mechanical clutches,** available as simplex or duplex models for wet or dry applications. Coventry Gauge & Tool Co., Ltd., (manufacturer), Brechin, Angus. WTD 5/19/52.

**Prototype parts, necessary press tools** for matrix mechanical clutches. Seafield Tool & Gauge Co., Ltd., Seafield Works, Dundee. WTD 1/30/62 .

**396 Handicraft Novelties**

*Pakistan*

**Native handicrafts.** Windsor & Co. (exporter, importer, manufacturer's representative), P. B. 7261, Saddar, Karachi 3. WTD 11/16/61.

**399 Miscellaneous Industries**

*Ghana*

**Coconut, ginger, native gum, rattan, used stamps, hides and skins,** etc. Also from Ghana through the State Boards: **Timber, cocoa, shea nuts, palm kernels, palm oil, copra, ginger, kola nuts, and cow bones.** Ghana Stores (exporter, importer, distributor), P. O. Box 2243, Kumasi, Ashanti, and P. O. Box 362, Takoradi, Ghana. WTD 10/29/58.

*Taiwan*

**Tropical butterflies,** processed with lifelike paper bodies, lying flat for immediate mounting, for commercial purposes. Several million available every year. Low prices, first quality. S. K. Ong (naturalist), Box 2, Peitou-North Formosa. WTD 11/10/60. Lifesize sketches.★

**505 Farm Products, Raw Materials**

*Australia*

**Agricultural seed.** Purity and germination specified, guaranteed to comply with U.S. Federal Seed Act. Anderson's Seeds, Ltd. (wholesaler), 90 Parramatta Road, Summer Hill, Sydney. WTD 8/9/61.

## FOREIGN VISITORS

*Scheduled arrival dates and U.S. addresses indicated.*

**Argentina**

Antonio Ambrosio Petracca, representing Petracca e Hijos S.A., Rivadavia 9649, Buenos Aires, interested in importation of **wired glass, cathodic ray tubes, radios and TV tubes** and **glass manufacturing machinery.** Also seeks technical information. Feb. 10 via New York for 1 month; c/o Argentina Consulate, New York, N.Y. Itinerary: New York, Chicago, Detroit, Toledo, Pittsburgh, San Francisco, Los Angeles, Washington, and possibly other cities.

**Australia**

John Collins, representing P. Collins & Co., 181 Clarence St., Sydney, interested in agencies for **cotton and terylene suitings, woven cotton shirtings, cotton furnishings,** and **dress materials.** Mar. 22 via Los Angeles for 5 weeks; c/o New York Athletic Club, 7th Ave. & 59th St., New York, N.Y. Itinerary: Los Angeles, San Francisco, Chicago, and New York.

James Sharp, Australian General Sales Manager, N. V. Appleton Pty., Ltd., G.P.O. Box 715K, Brisbane, interested in **residential, commercial, and industrial construction trends,** especially architectural steel work; prefabricated aluminum buildings. Mar. 22 via New York for 2 weeks; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, Chicago, Springfield, Ill., San Francisco, and Honolulu.

David H. Richards, representing Duly & Hansford Ltd., Carrington Rd., Marrickville, New South Wales, interested in concluding licensing or joint-venture agreement for manufacture of **automotive components** and other **engineering products.** Also seeks technical information on automotive parts and equipment. Sometime in March via Los Angeles for 1 month; c/o Thompson Ramo Wooldridge Inc., Cleveland, Ohio. Itinerary: Los Angeles, New York, Baltimore, Washington, Cleveland, Detroit, Chicago, and San Francisco.

**Belgium**

Paulette Potvin, representing Bureau d'Etudes de Beton Arme Potvin, Fernand Tavernestraat 12, Ninove (consulting engineering organization), interested in getting in touch with manufacturers of **matches;** also wishes to visit match factories. Mar. 10 via New York for 3 weeks; c/o Belmont Plaza Hotel, 49th St. and Lexington Ave., New York, N.Y. Itinerary: New York, Boston, Albany, Elmira, Niagara Falls, Detroit, Chicago, Pittsburgh, and Washington.

**Ceylon**

S. I. Jafferjee, representing Jafferjee Bros., 161 Prince St., Colombo, interested in purchasing **machinery for various industries.** Sometime in March or early April for 3 weeks; c/o Greene Trading Co., Inc., 60 Wall St., New York, N.Y. Itinerary: New York, Washington, and possibly other cities.

**Denmark**

P. M. Rasmussen, representing Lineta & Skanacid A/S, 32 Bredgade, Copenhagen, K., interested in contacting producers of **foundry products** with a view to obtaining representation and ultimate manufacture under license; also interested in importing **pig iron, slabs,** and **billets.** Mar. 10 via New York for 3 weeks; c/o Park Sheraton Hotel, New York, N.Y.; c/o Green Firebrick Co., Mexico, Missouri. Itinerary: New York, Mar. 10-15; Pittsburgh, Mar. 15; Mexico, Mo., Mar. 16-19; San Francisco, Mar. 23-25; Los Angeles, Mar. 26.

**Italy**

Giuseppe Arrigoni, representing own firm, Giuseppe Arrigoni, Via Carlo Poerio 2/a, Milan, interested in representing U.S. manufacturers of **outboard motors, electric household appliances, radio and television components,** and **fishing equipment.** Mar. 3 via New York for 3 weeks; c/o Commodore Hotel, 42d St. & Lexington Ave., New York, N.Y. Itinerary: New York, Chicago, and possibly other cities.

**Japan**

Mikio Sato, 2, 1-chome, Shiba Tamura-cho, Minato-ku, Tokyo, representing Mitsui & Co., Ltd. (Chief, 1st Sundry Goods Section), and Mitsui Bussan Kaisha, Ltd., interested in importing **sundry goods** and **light machinery,** and exporting sundry goods. Feb. 14 via Los Angeles for 1 month; c/o Mitsui & Co., Ltd., Los Angeles Branch, 510 W. 6th St., Los Angeles 14, Calif. Itinerary: Los Angeles, New Orleans, New York, Chicago, Seattle, and San Francisco.

A group of Japanese businessmen, sponsored by the Japan Automobile Parts Manufacturers' Association, is scheduled to arrive in the United States Mar. 7, remaining until Apr. 3, to observe management and manufacturing operations in the **auto parts** industry. U.S. manufacturers may be interested in potential licensing arrangements and trading connections.

The group is composed of representatives of member firms in auto-parts manufacture. Members of the delegation include Sadao Hino, KK Mitsuba Denki Seisakusho, 1-2681, Hirosawa-cho, Kiriu, Gunma-ken; Kazuhiko Ibaragi, Kanto Seiki Co., Ltd., 1-453, Inatsuki-cho, Kitaku, Tokyo; Seisaku Inaki, Miyoshi Sekisen Kogyo KK, 30, Shibatakanawa, Minami-machi, Minato-ku, Tokyo; Mitsuo Kageyama, Fuji Seiko KK, 1-365, Higashi Nakanobe, Shinagawa-ku, Tokyo; Takakiyo Kawata, Aichi Kogyo KK, 2-1, Asahi-machi, Kariya, Aichi-ken; Kiyomatsu Kishi, Nikko Denki Kogyo KK, 1-19, Higashi Rokugo, Ota-ku, Tokyo; Hideo Komatsu, Teikoku Piston Ring KK, 3-7, Yaesu, Chuo-ku, Tokyo; Seiichi Kojima, Toyo Radiator KK, 1-7 Ginza, Chuo-ku, Tokyo; Akiji Kondo, Kyosan Denki KK, 1-1 Ginza Nishi, Chuo-ku, Tokyo; Choichi Masubuchi, Stanley Denki KK, 2-605, Nakameguro Meguro-ku, Tokyo; Kiyomaro Nakazawa, Chikuma Seisakusho, 13, Nishiin Minami, Takatamachi, Ukyo-ku, Kyoto; Takashi Oyama, Nippon Radiator KK, 3-40, Sakaemachidori, Nakano-ku, Tokyo; Tadao Nakagawa, Art Metal Industrial KK, Niwa Bldg., 8-1, Ginza Higashi, Chuo-ku, Tokyo; Motoo Funahashi, Sharin Kogyo KK, 3-23, Minamiosato, Ota-ku, Tokyo.

Visits are planned to New York, Mar. 7-11; Pittsburgh, Mar. 12-14; Cleveland, Mar. 15-18; Detroit, Mar. 19-25; Chicago, Mar. 26-31; and Los Angeles, Apr. 2-3. Firms interested in meeting with members of the team should write to them c/o U.S. Department of Commerce Field Offices in cities indicated on itinerary.

**South Africa, Rep. of**

Basil Gordon, representing Johannesburg Hardware Wholesalers (Pty.), Ltd., P.O. Box 8358, Johannesburg, interested in purchasing and obtaining agencies of **housewares, glassware, crockery, kitchen utensils,** and related items. Mar. 18 via New York for 2 weeks; c/o Anglo-African Shipping Co. of New York Inc., 16 E. 34th St., New York, N.Y. Itinerary: New York and Chicago.

## NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February.

Business Firms—Liberia.

Cooperage and Container Importers and Dealers—Lebanon.

Electronic Equipment, Electron Tube, and Other Electronic Component and Accessory Importers, Dealers, and Manufacturers—Tunisia.

Electronic Equipment for Home Entertainment, Phonograph Record, and Prerecorded Magnetic Tape Importers and Dealers—Netherlands Antilles.

Instruments, Medical, Surgical, Hospital, Scientific, and Process Importers, Dealers, and Manufacturers—Bolivia.

*(See Lists, page 394)*

# Foreign Investment Information Offices In U.S. Offer Services

THE increasing interest in attracting U.S. investments has encouraged several foreign countries to establish investment information offices in New York, Washington, and San Francisco.

Several of these offices were established some years ago, particularly the European and British offices, while those for Israel, India, Bahamas, and Jamaica, were opened more recently.

The purpose of these offices is to provide useful information regarding investment opportunities, specific conditions, legislation, regulations, taxation, and other factors affecting foreign private investment.

A list of offices known to the Office of International Investment follow. U.S. investors are urged to use the facilities of these agencies, in addition to the services readily available to them through the Office of International Investment of the U.S. Department of Commerce in Washington, D.C., and the 34 Field Offices.

ARGENTINA.—Argentine American Chamber of Commerce, Inc., 11 Broadway, New York, N.Y.

AUSTRALIA.—(1) Australian Trade Commissioner, 153 Kearney St., San Francisco, Calif., and 636 Fifth Ave., New York, N.Y.
(2) New South Wales Government Office, 680 Fifth Ave., Suite 1301, New York 19, N.Y.

BAHAMAS.—Bahamas Development Board, 308 British Empire Bldg., 620 Fifth Ave., New York 20, N.Y.

BELGIUM.—Belgian Industrial Information Service, 50 Rockefeller Plaza, New York 20, N.Y. Telephone: JUdson 6-5110.

BOLIVIA.—Bolivian Development Corp., 1145 19th St., N.W., Washington 6, D.C.

BRAZIL.—Brazilian Trade Bureau, 551 Fifth Ave., New York, N.Y. Telephone: MUrray Hill 2-1055.

CANADA.—(1) The Agent General, Province of Quebec, 50 Rockefeller Plaza, New York, N.Y.
(2) The Industrial Commissioner, Trade & Industry Branch, Government of Ontario, 680 Fifth Ave., New York 19, N.Y.
(3) The Industrial Commissioner, Trade & Industry Branch, Government of Ontario, Suite 882, 33 South Dearborn St., Chicago 3, Ill.

CHILE.—National Development Corp. of Chile, 80 Pine St., New York 5, N.Y.

FRANCE.—Franc-Dollar Committee, 1001 Conn. Ave., N.W., Room 1041, Washington, D.C. Telephone: NAtional 8-5400.

GERMANY, FED. REP. OF.—German-American Chamber of Commerce, 666 Fifth Ave., New York 19, N.Y.

INDIA.—Indian Investment Center, 630 Third Ave., New York 17, N.Y.

IRELAND.—Irish Industrial Development Authority, Chrysler Bldg., 408 Lexington Ave., New York 17, N.Y.

ISRAEL.—American-Israel Chamber of Commerce & Industry, Inc., 250 West 57th St., New York 19, N.Y.

ITALY.—Italian Investment Office, Office of the Commercial Counselor, Italian Embassy, 2401 15th St., N.W., Washington, D.C. Telephone: ADams 4-9215.

JAMAICA.—Jamaican Industrial Development Corp., Rooms 303-306, Weylin Bldg., 527 Madison Ave., New York, N.Y.

JAPAN.—Japan Trade Center, 393 Fifth Ave., New York 16, N.Y.

LUXEMBOURG.—Consulate General of Luxembourg, 200 East 42nd St., New York 17, N.Y. Telephone: MUrray Hill 7-3166.

NETHERLANDS.—Netherlands Industrial Institute. 551 Fifth Ave., New York, N.Y.

NETHERLANDS ANTILLES.—Curacao Information Center, 1270 Avenue of the Americas, New York 20, N.Y.

PHILIPPINES.—Philippine Association, Inc., 501 Madison Ave., New York 22, N.Y.

SPAIN.—Interchange Commercial Corp., 46 West 55th St., New York 19, N.Y.

THAILAND.—Thai Commercial Counselor, 37 Wall St., New York 5, N.Y.

UNION OF SOUTH AFRICA.—Information Service of South Africa, 655 Madison Ave., New York 21, N.Y. Telephone: TEmpleton 8-1700.

UNITED KINGDOM.—British Industrial Development Office, Room 5016, Chrysler Bldg., 405 Lexington Ave., New York 17, N.Y.

## Hardware Production Wanted In S. Africa

A former sheet metal factory owner wishes a licensing arrangement to produce patented U.S. hardware articles in the Republic of South Africa. A combination of personal and subscription capital indicates that $1.4 million is available for such purposes. Particular interest has been shown in hardware lines for the building industry or for home use.

Location is not considered a problem. A plant is now available with 30,000 sq. ft. of floor space.

Write to Mr. Abe Kassar, P.O. Box 1818, Cape Town, Republic of South Africa.

## Lists . . .

*(Continued from page 393)*

Laundry and Drycleaning Industry—Peru.

Machinery and Equipment, Except Electrical Importers and Distributors—Thailand.

Machinery and Equipment, Farm Importers, Dealers, and Manufacturers—Thailand.

Medicinal and Toilet Preparation Importers, Dealers, and Manufacturers—Iraq.

Mining Companies and Exporters of Ores—Colombia.

## North German Iron Foundry Available for Purchase

A north German furnace and foundry plant is offered for sale. The owners have been among the leading manufacturers of cast-iron stoves in the area but declining demand has caused cessation of production. Property is being offered at 1.2 million German marks. Firm also would consider a partial investment arrangement.

The plant is located near Flensburg on a highway leading into Denmark. Property covers 2.5 acres, has a truck-loading platform, and a private railroad which connects with the Federal system. Buildings include offices, exhibition rooms, an enameling shop with 3 ovens, repair shop, grinding, dressing, and mill shops, and compression room. All buildings are alleged to be in good repair and, except for the larger foundry, have central heat.

Firm released its workers when production stopped but does not foresee difficulties in hiring workers. In this regard, the U.S. Consulate General in Hamburg points out that the labor market in the Federal Republic is tight and that worker availability would depend on the requirements of production programs.

Plant blueprints, photographs, and brochure are available, on loan, from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C. Also, write to Nordische Ofenfabrik und Giesserei Rathje, Botsch & Co., Neustadt 38/40, Flensburg.

## Protective Coating License Sought, Offered in Germany

A Frankfurt manufacturer of protective agents for wood and buildings, seeks a licensing arrangement with a U.S. manufacturer in the same field. He is interested in the mutual exchange of products licensing.

Illustrative material, in German, is available on a loan basis from the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to R. Avenarius & Co., Chemische Fabrik, 25 Bahnhofstrasse, Gau Algesheim/Rhein, Germany.

**U.S. imports of cotton** for consumption amounted to 1,600 bales (500 pounds gross) in November, compared with 7,000 in the preceding month, and only 125 bales in November 1960, the Foreign Agricultural Service reports.

## Metal Component, Garment Lines Sought in Germany

Two West German firms want to establish direct connections with U.S. manufacturers of refrigeration systems, metal fittings, and women's foundation garments. Licensing agreements are desired.

● Alfons Vieler, owner of Gebr. Vieler GmbH, Postfach 106, Letmathe, Sauerland, wants to produce light metal component parts of large refrigeration systems for kitchens, food shops, and department stores.

Mr. Vieler is also interested in producing door hardware and fittings of light and heavy metals, and furnishings for public cloak rooms. The company now produces these items and wishes to expand its line.

● Wilhelm Meyer-Jlschen, 25 Hallstrasse, Stuttgart-Bad Cannstatt, wishes a licensing agreement, on a royalty basis, involving patented foundation garments.

Firm is well established and does a $750,000 business volume. Now manufacture such items and are particularly interested in elastic fabrics. Their customers are retailers.

## U.K. License Asked In Electronic Field

An English manufacturer wants a licensing arrangement for the production of electronic equipment.

The company is newly formed, government approved, and designs and produces electronic items. Employs 60 people. Has its own design laboratory and a precision section, as well as sections for wiring and assembly.

During the last year has concentrated on the production of static transistorized sinusoidal single-phase and 3-phase inverters for aircraft, marine, and industrial uses. Also manufactures communication and industrial electronic equipment.

Write to Electrodevices, Ltd., 7 B Old Town, Clapham, London S.W. 4.

## Burmese Venture in Metal Canning Production Cited

Burmese importer, manufacturer, and exporter of aluminum products seeks a joint venture for the production of tin-coated iron sheets for canning purposes.

Would consider U.S. participation of 40% to include technical know-how. Interested in a new or good secondhand plant with a 10-ton capacity, based on an 8-hour shift.

Write to Burma Aluminum Rolling Co., 128/132 Phayre St., Rangoon, Burma.

## *Belgian Manufacturers Seek Varied Products; Plant Sites Available*

THREE Belgian producers want licensing and other arrangements to expand or diversify their present manufacturing activities. Machine tools and accessories, automotive parts, and agricultural equipment; metal furniture and electrical appliances; and pharmaceuticals are among the products for which these firms wish licenses.

In addition, industrial sites, with or without plant facilities, are available to U.S. investors.

● Usines Dehousse, S.A., Hermalle sous Argenteau, wants an agreement supplementing its line of bolts, nuts, screws and washers, as well as machine tools, automotive parts, and agricultural equipment.

Firm is well established and has capital of $1.3 million. Employs 225 persons and has 2 subsidiaries in France.

● Ateliers de Constructions Mecaniques, V.P.M. et Meprec Reunis, S.A., Nessonvaux, wishes an agreement to expand and diversify its production. Would consider various forms of collaboration. Produces grinding machines and lathes and does precision mechanical work.

Firm believes present facilities can be used for sheet metal work, the manufacture of steel furniture and assembly of electric appliances and business machines. Facilities can also be used for automobile assembly.

● S.A. Produits Chimiques d'Auvelais, Auvelais, wishes to manufacture and market U.S.-patented pharmaceuticals in Belgium. Established firm employs 121 persons and produces basic chemical products, as well as pharmaceutical specialties.

Additional information is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C., or from the Belgian Industrial Information Service, 50 Rockefeller Plaza, New York 20, N.Y.

### *Industrial Sites Offered*

● A factory site covering about 50 acres is available at Zelzaete, a town located on the Ghent-Terneuzen canal near the Dutch border. Canal will be considerably enlarged and equipped to allow the passage of large ships to Zelzaete which is being made into a new seaport.

A new highway will also be built, connecting Ghent and Zelzaete, along which new factories are to be erected in a newly industrialized district of Belgium.

City officials are interested in attracting new industries to their area and will fully cooperate with those firms desirous of establishing new enterprises there. Illustrative material is available on a loan basis from the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Mr. Alan M. Andre, 378 Ave. Louise, Brussels.

● An industrial site with plant facilities is available for manufacturing or warehousing purposes and has been recently used for the production of mattresses.

Surface area of this property consists of about 3 acres and industrial buildings cover about 2.5 acres. Facilities include central heating, washrooms, kitchen and refectory, power plant, telephone switchboard system, and offices. Part of the complex is of new construction.

Write to Count C. E. de Liedekerke, managing director, S.A. Beka, 35 Chemin de Bruycker, Drogenbosch.

## Carbonated Beverage License Wanted by Moroccan Vintner

An importer of alcoholic drinks and exporter of food products wishes a licensing arrangement to expand its domestic line of nonalcoholic beverages.

The firm is particularly interested in root beer and cola drinks. It believes there is good market potential for such drinks due to Moslem prohibitions on the use of alcohol.

Company produces an aperitif, Ricard, as well as a carbonated fruit-base beverage.

Write to Société Anonyme de Ravitaillement Maritime, 67 de l'Armée Royale, Casablanca, Morocco.

## Aid Asked for Chipboard Output by Indian Concern

An Indian firm seeks financial participation for the production of chipboard. Would consider a maximum participation of 49% for plant and machinery. Would also consider concomitantly an export agreement dealing with prices and commissions.

Write to M/s International Instruments Pvt., Ltd., attention N. Krishnan, 20 Jayachamaraja Wadiyar Rd., Bangalore, India.

# South Africa's Exchange Reserves Improve As Trade Balance Strengthens

PRETORIA.—South Africa's gold and foreign exchange reserves continued to show significant improvement in the fourth quarter of 1961, reflecting a strengthened trade balance position resulting from a higher level of exports.

Plans for new investment by the Government, the railways, and public corporations are expected to have a beneficial effect on secondary industry. There was little indication of a substantial increase in the rate of domestic capital formation or foreign capital inflow over the relatively low level of previous quarters, however, and the activity of several key industries remained sluggish. As a stimulant to capital expansion, the Reserve Bank in December lowered its discount rate ½% to 4½%.

Mining and agriculture continued to produce at generally high levels.

### Money Market Remains Liquid

The money market in the fourth quarter remained relatively liquid with particularly ready supplies of short-term money. The Treasury bill rate, which had declined to 4.20% in the third quarter, after some downward fluctuation finished the quarter at a low of 4.03%. The Reserve Bank's ratio of gold reserves to liabilities to the public increased from 42.9% on September 30 to 56.9% December 31.

The liquidity position of commercial banks improved further. Total deposits increased by $60.2 million (1 South African rand=US$1.40) to a new peak of $1,689.8 million, of which demand deposits totaled $1,238.9 million. Long-term money was somewhat more plentiful than in previous quarters, but was still in short supply.

### Foreign Reserves, Trade Favorable

Following the December reduction of the Reserve Bank discount rate from 5% to 4½%, the commercial banks announced that effective January 1, 1962, their lending and borrowing rates would similarly be lowered by ½%.

South Africa's gold and foreign exchange reserves rose to the equivalent of $387.2 million in the fourth quarter, an increase of $110.9 million or 40% above the amount held on September 30. In the past year the country's reserves rose by $147.8 million, but in fact more than this amount was accumulated during the second half of the year. The increase stemmed from a combination of lower imports, higher exports, and record receipts from gold mining, plus foreign loans.

Also, the reversal in the third and fourth quarters of the movement of private foreign capital caused by the extension of exchange control in June to the sale of securities by foreigners has resulted in a small net inflow of private foreign capital.

As the quarter progressed, an increasing number of business and financial spokesmen took the position that the improvement in the gold and foreign exchange reserves position justified a relaxation of currency exchange and import controls by the Government. The Minister of Economic Affairs announced in November, however, that the import control program would continue virtually as is in 1962.

The Minister stated further that relaxation of currency exchange controls will receive precedence over any easing of import controls. The Government is reluctant to remove these controls hastily for fear of a loss of reserves. It is also faced with the maturity of $141.4 million in foreign loans in 1962, although predictions are that up to 50% of these loans will be refinanced.

South African exports of gold and merchandise in the fourth quarter totaled $604.8 million compared with $505.4 million in the corresponding period of 1960, an increase of about 19%. Merchandise exports amounted to $373.8 million, up $64.4 million over those of the third quarter and $77 million compared with the same period of 1960. These results contributed to South Africa's favorable balance of payments for the entire year, which is expected to show total exports at $2,123.8 million ($1,318.8 million, merchandise; $805 million, gold) as compared with $1,988 million ($1,237.6 million, merchandise; $750.4 million, gold) in 1960. A total net balance-of-payments surplus of $56 million is expected for the year, comparing favorably with the deficit balance of $186.2 million for 1960.

Imports in the quarter amounted to $329 million, 3.5% above the level in the preceding quarter ($317.8 million) but 10% below the figure for the corresponding period of 1960. Imports for the entire year totaled $1,408.4 million, representing a 9% decrease from the $1,555.4 million level in 1960. This decline in imports resulted mostly from imposition of tighter import controls last May.

### Foreign Loans Negotiated

Several foreign loans were negotiated by South Africa in the fourth quarter contributing significantly to the increases recorded in the foreign exchange reserves. In mid-October the Banca Commerciale Italiana lent South Africa $10 million for 3 years at 5½% interest. This was followed by another loan for the same amount from the Deutsche Bank, initially for 2 years but renewable for a third year, also at 5½% interest. These loans apparently were intended primarily to bolster the nation's foreign exchange reserves. Two World Bank loans totaling $25 million for 10 years at 5¾% to finance railroad and electric power development, were announced in early December.

### Domestic Trade, Industry Improve

Wholesale and retail buying improved in the quarter but the volume did not exceed the 1960 level. While overall industrial activity increased in 1961, there was a substantial decline in construction, automobile assembly, and certain branches of the engineering industry, all of major importance to the economy.

The record of secondary industry is considered by some to have been disappointing. Industry seems to have benefited little from the stricter import controls, and a large part of private investment in industry in 1961 appears to have been intended to replace rather than to expand production facilities. Industrial activity in the coming year should be buoyed by the various expansion programs to be undertaken by the

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Government, the railways, and public corporations. Government and business leaders hope that the recent successful negotiation of a number of foreign loans by Government and private enterprise signals a return of foreign confidence in South Africa's future.

### *Mining Production High*

Gold production set a record in the final quarter of 1961, with an output of 5.88 million ounces, slightly above the preceding quarter. Production in 1961 totaled 22.9 million ounces, 1.6 million ounces above that of 1960. Diamond production during the fourth quarter continued at the record setting level maintained throughout 1961, in which the value of export sales amounted to $116.2 million, compared with $95.2 million in 1960.

For the first 9 months of the year production of most other minerals was ahead of that of 1960, but output of iron pyrites, uranium, and fluorspar declined. Local sales of industrial minerals increased for the 9-month period over those of 1960 from a value of $80.6 million to $88.9 million, whereas exports declined from $184.5 million to $158.8 million largely reflecting reduced uranium sales under a new agreement with the U.S. and the U.K. Governments.

### *Agriculture Promising*

Although drought affected crops in some parts of the Republic, and outbreaks of foot-and-mouth disease continued in others, the general agricultural picture in the fourth quarter was one of high earnings and in some commodities troublesome surpluses. Corn exports increased; South Africa is now second to the United States as a corn exporter. Wheat production from the incoming crop will be larger because of acreage increases, probably resulting in a decline in imports. Wool income for the first half of the season increased by 17.5% over the same period of 1960.

Increased production of citrus fruits is expected, but other fruit crops with the exception of grapes promised to be smaller. Dairy products are in surplus. Despite the continued outbreak of foot-and-mouth disease in Southwest Africa and North Transvaal, the livestock market generally has been good with large increases in mutton and hogs. Export of high-quality beef to England at the rate of 50 tons a week began in the fourth quarter.

With the signing of a 5-year sugar agreement with the United Kingdom, sugar revenues promise to be somewhat lower than under the old Commonwealth Agreement which expired on December 31, 1961. Additional markets are being sought, however, notably Japan.—U.S. Embassy.

## *January Business Conditions Good*

# Tight Commercial Credit Restricts Brazil's Manufacturing Production

RIO DE JANEIRO.—Business conditions in Brazil during January were generally described as good.

Sales, after adjustment to take into account the high rate of inflation in the past year, were reported slightly above those of January 1961. The market was especially good for summer seasonal items, and demand generally kept pace with supply. Maintenance and replenishment of inventories in consumer durables and heavy goods provided problems to distributors and producers.

A continuing tight commercial credit situation and depletion of working capital as a result of inflation made maintenance of production levels and delivery schedules difficult for manufacturers. This situation was especially serious in industries which require imported raw materials and components. Reports were numerous that production had to be restricted, as a consequence of financing difficulties, in order to "stretch out" stocks.

### *Foreign Exchange Scarce*

In an attempt to control the exchange rate, the Bank of Brazil on January 5 required that dealers in exchange conduct their operations in convertible currency at the rate of 310 cruzeiros buying and 318 cruzeiros selling per U.S. dollar. As a consequence of this effort, foreign exchange, particularly for financial transactions, become exceedingly scarce in the commercial banking system. Exchange for imports was reported somewhat easier to arrange, particularly through the Bank of Brazil. Most exchange dealers appeared to be obeying the instruction, but operations continued in the so-called "parallel" or "curb" market with rates around 350 to 370 cruzeiros per U.S. dollar.

Of the 40 billion cruzeiros added to currency in circulation in December, 13 billion cruzeiros were withdrawn in January and 10 billion in the last days of December. Total currency outstanding at the end of January was 304.9 billion cruzeiros (of which 10 billion cruzeiros is sterilized in an account in the name of the Superintendency of Money and Credit—SUMOC) as compared wth 288.9 billion cruzeiros at the end of November (including 10 billion in the SUMOC account). A large part of the addition to currency supply in December was to accommodate increased liquidity demands which normally occur during the Christmas shopping season. A substantial part, therefore, was expected to find its way back to the monetary authorities.

The cost of living in the State of Guanabara (city of Rio de Janeiro) in January increased by 3.1% over December, as compared with a rise of 3.4% in December.

A study group has been established to make recommendations regarding initial operation of Empresa Centrais Electricas Brasileiras (Eletrobras), a Government-controlled company created by law of April 1961 but not yet organized. The work of this group will include a survey of electric power generating and distribution requirements. A preliminary report by the group on the Central-Southern region of Brazil indicated that if a power shortage in this area in the period 1962-66 is to be avoided, highest priority must be given to completing the extensive power projects already under construction and to constructing interconnecting transmission lines.

The report recommends construction on an emergency basis of a transmission line from Guarulhos to Sao Jose dos Campos in the State of Sao Paulo to permit additional supply of electricity to Rio de Janeiro from 1962 to 1964 from the Cubatao hydroelectric station near Santos. To supply the power needs of this area from 1967 on, it will be necessary to begin construction of new powerplants with a total capacity of some 2.2 million kilowatts by 1965. First priority is recommended for construction of plants on already regulated rivers such as the Grande, Paranapanema, Tiete, Paraiba, and Sao Francisco. The estimated total investment necessary for this construction in the period 1961-70 is 700 billion cruzeiros.

A salt company reportedly is to be organized shortly by the Superintendency for the Development of the Northeast (SUDENE) to operate in the region of

*(See Brazil, page 404)*

# Milan Area in Dynamic Growth; Prospects for Future Favorable

MILAN.—With the start of 1962 Milan and the surrounding region can look back on another year of steady growth. Only a slight decline in the rate of gain clouds the prospect of an equally prosperous future.

Production in nearly every industry was higher in 1961 than a year ago, although in most instances the growth of 1961 was not as great as in 1960. Nevertheless, there is little doubt about further substantial gains in the coming year. Restricting factors are likely to be the lack of unutilized capacity and a scarcity of skilled labor rather than any decline in demand.

Among the few negative elements in the economic picture are certain difficulties experienced by the agricultural sector of this region and the pessimistic outlook reflected in recent months by the Milan Stock Exchange.

### Milan Factor in Italian Growth

The Province of Milan—economic pacesetter for Italy with 6.2% of total population but 12.6% of the national income—and the Lombardy region enjoyed a growth of 10 to 12% in 1961. Population, stimulated by heavy immigration, grew at double the national average. Per capita income, boosted by dynamic industrial activity, almost reached an estimated $1,000, roughly double the average for Italy as a whole.

The most substantial gains of the last year or two have been in machinery and equipment, including heavy machinery, electronic products, and consumer goods. The production record of the chemical and plastics industry has also been excellent. The performance of textiles, particularly woolens and synthetic fibers, was much better in 1960 than in earlier years and continued good in 1961. Production of machine tools, motor vehicles, and cement continued to rise.

Among countries making the heaviest capital investments in this area are nearby Switzerland, followed by the United States, the United Kingdom, West Germany, and France.

U.S. share capital investment increased by $23 million in 1960 and $16 million in the first 5 months of 1961. During the remainder of the year new U.S. investment in this area continued at a large but undetermined rate. The number of firms in the area with an American interest grew from 182 in March 1960 to 227 in June 1961. Officially and privately Lombardy still welcomes foreign capital although in several sectors foreign or joint Italian-foreign ventures are creating competitive situations which are basically healthy but which create difficulties for established Italian firms.

### Construction Up

Industrial and commercial construction continues at a higher rate. Apartment and office construction, less in 1960 than in 1959, showed a 35% increase in the first 6 months of 1961 over a year earlier, with permits for construction of 41,000 rooms granted. Completion of the new subway system, hampered by technical and political difficulties, was running behind schedule.

Despite the almost feverish economic activity in this area, signs of inflation have not increased but rather abated during the last year. Except for rents and building costs, the cost of living for the average Milanese remains high but has continued stable under the influence of such developments as new supermarkets and the gradual increase in the amount and variety of merchandise competing for the consumer market. Moreover, the average consumer's real income is growing gradually as the difficulty of attracting and retaining capable workers contributes to higher wages. Recorded unemployment in the city of Milan in 1961 fell as low as 10,000, or less than 2% of the working force. The growing bargaining power of the worker was reflected in an increased number of strikes during the year. A tendency toward shorter work weeks without reduction in pay is evident, and the 5-day week for clerical workers is becoming more common.

### Agriculture Meeting Difficulty

Agriculture has not shared in the area's general prosperity. It is not only losing manpower to industry but also encountering difficulty in obtaining credit needed for greater mechanization. The region also still has a large proportion of small holdings and of farm plots in mountainous areas unsuitable for mechanization. Fortunately, after suffering an actual decline in crops in 1960, a long dry spell during the summer did not prevent a net gain in their production for the year as a whole, and agricultural income rose an estimated 6%. However, farmers may expect to continue losing not only their workers but also land itself to the advances of industry and cannot expect to match the growth of commerce and industry in this area.

### Business Confident

Within the business community itself, the main sign of weakness has been the poor showing of stocks on the Milan Exchange, which have generally been declining since June 1961.

Domestically, limitations on the availability of credit may have affected the market. Although money has not been so tight as to hamper business operations, the basic rate for commercial loans remains unchanged at 7%.

Italian businessmen continue to view their prospects with increased confidence as they find their products successfully meeting even the competition of the Germans on world markets, and the domestic market clearly remains strong. The economy of this area seems likely to be little affected by minor fluctuations in the business picture in other countries, and the continued high level of investment and sales both domestically and abroad give every assurance of another prosperous year.—Consulate General.

## AID Grants $15 Million For Congo Rehabilitation

A U.S. Government grant of $15 million has been announced by the Agency for International Development for rehabilitation work in the Congo. The grant will be furnished to the United Nations for the Congo.

Of the funds, $10 million will be used for purchase of U.S. commodities, including industrial equipment, machinery, vehicles, drugs, and food. Acquisition of these materials is expected to stimulate a progressive revival of the Congolese economy. The Congo does not possess foreign exchange necessary to make these purchases in the absence of a grant.

The remaining $5 million will be used to augment the UN technical assistance program in the Congo.

**U.S. exports of soybeans** dropped to 16.5 million bushels in December from a 23.6 million bushel export level in November and 20.7 million in October, but the total for these months exceeded exports in the first quarter of 1960-61 by 6%, the Bureau of the Census reports.

Principal destinations for the soybeans shipped in December were the Netherlands, Israel, Japan, West Germany, and Canada.

# Gabon Uranium Mine Helps To Diversify Economy

LIBREVILLE.—Gabon's economic base was broadened last year when the uranium mine of the Compagnie des Mines d'Uranium de Franceville (CMUF) was brought into production. At the official inauguration ceremonies of the mine in October, Gabon's President estimated that output of the project in its first year of operation would add 20% to Gabon's export earnings.

The deposits, near the town of Mounana in remote southeastern Gabon, are estimated to contain some 25 million tons of ore which will yield about 5,000 tons of uranium metal. CMUF was created in 1958 to explore and exploit the deposit; the capital of the company, 2.5 billion CFA francs (about $10.2 million), is held by the French Atomic Energy Commission, several private French mining interests, and a number of French banks. The company's production is guaranteed by special agreements between Gabon and France under which all sales of CMUF will be to France. The Gabonese mine will provide an estimated one-quarter of France's needs in its first years of operation.

The most immediate effect of the project's development has been in transformation of Mounana which, before the discovery of uranium by the French Atomic Energy Commission in December 1956, was a tiny African village on a road between two more prominent administrative towns. Today Mounana is a modern European-like town surrounded by African villages; new homes have been built and there are two schools, a theater, stadium, hospital, restaurant, sawmill, garage, foundry, and several repair shops.

The project is complementary to other developments in Gabon; evacuation of the processed uranium ore is made over roads being used by the COMILOG manganese company of nearby Moanda. It is expected that the ore will later be sent along the COMILOG railroad which is to be completed in mid-1962.

At the present rate of extraction of about 300 tons of uranium metal a year, the known reserves of uranium at Mounana should be exhausted in a little over 15 years. That additional large quantities of uranium are in the area is doubtful, although CMUF has a contract with the French Atomic Energy Commission to continue prospecting in the Mounana region. Though the life of the Mounana uranium mine will thus probably be relatively short, the mine will nevertheless contribute significantly to Gabon's economic growth. In addition to raising export revenues and providing employment in one of the country's more remote regions, the mine will go a long way toward diversifying the country's economy and training skilled labor for future development.—U.S. Embassy.

The complete Embassy dispatch from which this summary has been drawn is available on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

# Ecuador's Lower Export Earnings Cause Struggle for Stable Economy

**QUITO.—Ecuador in the closing quarter of 1961 made all possible efforts to maintain a sound economy which seemed to be shifting away from a satisfactory course as a result of declining export earnings and increasing imports with higher price tags.**

**Lower world market prices for her principal foreign exchange earning crops, plus political unrest in the country that resulted in a change in administration in mid-November, proved harmful to the country's economy.**

**The 1961 trade balance, although favorable to the country, was uncomfortably less so when compared with the figure for 1960.**

The free market exchange rate remained stable fluctuating narrowly in the range of 21.00 to 21.50 sucres per U.S. dollar.

Merchants in the capital and larger cities reported improved business for the fourth quarter as compared to the earlier months of 1961.

The Monetary Board found it necessary on several occasions to take steps to slow down imports to save foreign exchange. The most drastic of these rather recent measures was import prohibition of all luxury vehicles (FCW, Feb. 12, 1962, p. 266).

The International Monetary Fund, in its desire to be of assistance to Ecuador, agreed to a $10 million standby arrangement.

Exports for 1961 were seriously lower than in 1960 while imports remained at a critically high level. Exports for 1961 totaled approximately $125 million, about 15% below the 1960 total of $147.4 million. As a result of the braking action taken by the Government, imports slackened in the fourth quarter, and total imports through November were slightly lower than for the comparable 1960 period, after running ahead of the 1960 pace through August 1961.

As a result of lower export figures and imports at about the same high, Ecuador's favorable balance of trade contracted from $38 million for 1960 to about $20 million for 1961.

Exports of bananas, cocoa, and coffee, items which account for roughly 90% of Ecuador's foreign exchange earnings, were off from 1960 levels in terms of both quantity and value. Banana exports amounted to $83.0 million compared with $89.0 million; cocoa exports, $15.6 million compared with $21.6 million; and coffee exports, $14.2 million as against $22.4 million.

A substantial 1961 budget deficit was announced at the close of 1961 and a U.S. emergency budgetary support loan of $8 million was approved. The 1962 budget might possibly run a deficit, but the Government is exerting strong efforts to hold it down by austerity in public spending and reliance on a substantial inflow of capital from abroad.

Incomplete statistics indicate that crude petroleum production in the fourth quarter continued slightly ahead of 1960 levels and that total production in 1961 was about 6% greater than the 1959 and 1960 annual rates of 116 million gallons.

Construction of the new tire factory of the Ecuadorean Rubber Co., associated with U.S. General Tire and Rubber Co. and the cement plant of Sociedad Anonima Guapan in the Cuenca area progressed satisfactorily. Also, in October, permission was granted by the Government for a new fertilizer plant. The new firm was granted special benefits under the Law of Industrial Development (exemption for customs duties and consular fees and reduction in taxes).

For most commercial firms, the volume of trade appears to have been greater in the fourth quarter than in the same quarter of 1960. A stronger confidence in the new Government appeared to be the reason. Merchants tend to maintain a prudently liquid position, however, and to avoid heavy inventory accumulations.

Work continued on a number of highways and port and airport facilities. Paving of the road from Quito to Guayaquil via Latacunga and Quevedo was completed. Panagra and KLM inaugurated jet service into Guayaquil.

In January 1962 the Ministry of Public Works signed a 13.9 million-sucre contract for paving of the Pan American Highway between Latacunga and Ambato. Completion of this project is scheduled for 1963.

According to official indexes, the cost of living increased modestly for both working and middle class families in Quito and Guayaquil. The data shows increases in all categories—food, housing, and clothing.—U.S. Embassy.

# New Industrial Region Progresses in Algeria

ALGIERS.—A new industrial zone at Rouiba-Reghaia, about 30 kilometers to the east of the port area of Algiers, is one of the largest industrial sites the French Government has been seeking to develop in Algeria. The zone stretches for about 5 kilometers over what was once an agricultural region between the two small towns of Rouiba and Reghaia.

Creation of the zone was decided upon in April 1957. Acquisition of the land was entrusted to the Caisse Algerienne d'Amenagement du Territoire (CADAT), a semipublic institution. CADAT is also responsible for providing public utilities to industrial plants in the area and for other improvements.

Of the 2,220 acres (900 hectares) originally planned for industrial use in the zone, 1,850 acres (750 hectares) had been acquired as of November 30, 1961. As of October 1960, 300 apartments had been completed of the planned total of 4,500. Additional quarters are to be constructed on a 495-acre area adjoining the site.

Water and sewerage facilities are functioning but are not completed. An automatic telephone center has been installed, and a 30,000-volt electric power line has been brought in from the Hamma power station. A network of connecting roads is under construction, and one of the two planned railroad spurs has been completed.

Cost of the land to an industrialist seeking to locate in the zone runs about 10 to 12 new francs (4.97 new francs= U.S. $1) per square meter (23 cents a sq. ft.) including the cost of land and improvements. An industrialist can apply for a Government subsidy of 2 new francs per square meter (about 4 cents a sq. ft.) toward purchase of the land.

Some 40 industries have been accepted for installation in the Rouiba-Reghaia sector, an official of CADAT has stated. Lists prepared by CADAT indicate that there are between 27 and 29 plants on which construction is in progress or has been completed. Of those completed, the following are in production and employ a total of about 1,500 workers:

ALTUMEC, pipes of large diameter up to 60 centimeters (23.6 in.); BERLIET-ALGERIE, assembly of buses and assembly and repair of trucks; CHAGNARD, prefabricated materials for construction; CRUANES & SMIM-ALGERIE, machining of parts for and assembly of centrifugal water pumps, repair of diesel engines; ECLAIRAGE TECHNIQUE AFRIQUE, household and industrial lighting equipment, metal tables and chairs; FREITAG-ALGERIE, paint and veneer; LA GAULOISE, brewery and bottling plant for soft drinks; GREP, operational base for pipeline construction; SAPAG, valves and cocks for petroleum drilling; EGTH, operational base for port and hy-

*(See Industrial, page 404)*

## Yugoslav . . .

*(Continued from page 373)*

confidence will depend on the previous record of performance of the country concerned. Our assessment of the record is in every case based on all our information from the many sources available to this Government. I can state frankly that the Yugoslav record with regard to its commitments to this Government has been good.

We have discovered only one irregularity in the handling by Yugoslavia of goods of U.S. origin. This case, involving borax shipped in 1957, was brought promptly to the attention of the Yugoslav Government, which cooperated in stopping the transshipment then in progress. We have the categoric written assurance of the Yugoslav Government that transshipment of U.S. origin goods will not take place, and we have no evidence of any kind which would indicate that our confidence in the Yugoslav commitments might be displaced.

Finally, let me say that since I last appeared before you, we have reviewed with the President our policy toward Yugoslavia in the light of all recent developments and information. We have satisfied ourselves that our policy toward Yugoslavia continues to serve our national interest.

### *U.S. Trade With Cuba Curbed*

I AM pleased to have this opportunity to discuss trade with Cuba as well. It is a particularly timely subject in the light of the decisions taken at the meeting of Foreign Ministers at Punta del Este. The Foreign Ministers declared the Marxist-Leninist Government of Cuba incompatible with the principles and objectives of the inter-American system, and excluded the Castro regime from the inter-American system. The Foreign Ministers further voted to suspend immediately all trade with Cuba in arms and implements of war and instructed the Council of the OAS to study the feasibility and desirability of extending the suspension to other items with special attention to items of strategic importance.

As you know, we have been concerned that the Castro regime continues to earn badly needed hard currency from the sales of its exports to this country. The President proclaimed therefore on February 3, 1962, the prohibition of all Cuban imports into the United States.

Regarding the status of our trade with Cuba, I should like to recall that the United States in 1960 undertook two economic measures with respect to a hostile Castro regime already allied with the Sino-Soviet bloc and bent on a conspiracy to destroy the inter-American system. The United States further placed all goods except foods, medicines, and medical supplies under validated license control toward Cuba. The U.S. actions effected a marked drop in the volume of trade that had been steadily decreasing because of the deliberate shift by Cuba of its trade to the Sino-Soviet bloc.

Total U.S. trade with Cuba in 1961 was less than 1/20 of its value in 1958, and in the 3 years since Castro came to power total annual U.S. trade with Cuba has declined more than a billion dollars. In 1958 U.S. exports to Cuba were valued at $547 million and U.S. imports from Cuba at $528 million. This past year our exports to the Castro regime were an estimated $14 million and our imports from Cuba were an estimated $35 million.

The decision by the Castro Government to communize the Cuban people has resulted in the continuing deterioration of the Cuban economy. The experienced middle and upper level managerial and technical talent has fled the Cuban tyranny and has not been replaced. An ill-suited system of state controls has been imposed on an industrial and agricultural base organized for free enterprise.

Castro-Communist central planners and administrators have confessed gross mismanagement of the Cuban economy. The drastic shift in external trade from the United States to the Sino-Soviet bloc has produced shortages in raw materials, industrial equipment, spare parts, consumer goods and foreign exchange. The Sino-Soviet bloc has failed to make up these shortages.

We would expect that increased control of trade with Cuba by the United States and the Latin American countries will make evident to the member governments of NATO and other states friendly to the United States and to the objectives of the free world the need to reexamine their trade policies and the extent of their commerce with the Castro-Communist Government of Cuba.

Our allies are cooperating in the prevention of unauthorized transshipment of U.S.-origin goods to Cuba through their territory. The imposition of licensing and related controls by other countries on the transshipment of U.S. products has greatly assisted the United States to keep to a minimum violations of U.S. export controls. The United States intends to maintain a vigilant watch to insure that U.S. origin goods are not transshipped to the Castro-Communist regime.

I shound like to conclude with assurances that all aspects of our relations with Cuba will take into account both the incompatibility of the Castro Government with the inter-American system and the undiminished Cuban intention to undermine established governments in Latin America and to replace them with Marxist-Leninist regimes.

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**United Kingdom lard imports** declined 17% during the first 11 months of 1961 the Foreign Agricultural Service reports.

# Argentina Reduces Imports To Offset Trade Deficit

BUENOS AIRES.—A reduction in imports of luxury-type and nonessential products, as well as certain types of machinery, was the intent of the Argentine Government in the adoption recently of various decrees. These steps were taken to offset the effect of a huge foreign trade deficit in 1961 and a rapid decline in international exchange reserves.

The Argentine Government, on January 24, 1962, issued Decree Nos. 778, 779, 780, and on January 26, No. 904.

Decree 778 suspended indefinitely the surcharge-free importation privilege granted to production lines of machinery (even if some parts were available from local manufacturers) by Decree 13,277 of October 22, 1959 (FCW, Dec. 7, 1959). Up to November 1961, $79 million worth of machinery was imported under Decree 13,277, and pending applications prior to January 24, 1962, will be given consideration. However, production line equipment for use of top priority projects only—steel, petrochemicals, cellulose, and construction of prefabricated houses and materials therefor—will continue to enjoy surcharge-free importation. The projects for these industries must involve integral cycles of production rather than operations beginning from the semi-processed material stage.

Decree 779 suspends until December 12, 1962, only Decree 8,626 of July 29, 1960, which authorized the importation, free of surcharge, of *used* machinery for reequipping industrial enterprises. Applications on file up to January 24, 1962, for importation of used and rebuilt machinery, will be given consideration.

Decree 780 authorizes an additional 100% surcharge to be placed on the c. and f. value of nonessential imports. This decree will not apply to articles on the Latin American Free Trade Area (LAFTA) lists. The products involved, listed in Resolutions 27, 28, 29, 30, and 31, include miscellaneous luxury foodstuffs; beverages; cigars and leaf tobacco; furs; luggage; various leather articles; shoes; furniture; notions; toiletries; cosmetics; pocketbooks, belts, and gloves of other than leather; razors; silks; writing pads for desks; briefcases;

*(See Argentina, page 404)*

# *Colombia Offers Tariff Concessions to LAFTA*

Tariff concessions proposed by Colombia in negotiations with the 7 other members of the Latin American Free Trade Association (LAFTA) reportedly cover a total of 206 tariff classifications.

The concessions offered included the elimination of all tariff duties other than a consular fee of 1% ad valorem on 85 items. For the balance the combined rate of duties, expressed as an ad valorem equivalent, represented a rate of 10% or less on 24 items, from 11% to 20% on 28 items, from 21% to 30% on 10 items, from 31% to 40% on 5 items, from 41% to 50% on 8 items, from 51% to 100% on 6 items, and rates of more than 100% on 13 items.

The Colombian list also included 27 items for which the rates to be bound were not specified and which presumably would be fixed during the course of negotiation. No information now is available as to whether additional concessions have been offered by other LAFTA signatories as a result of negotiations with Colombia. (FCW, Jan. 29, 1962, p. 170.)

## British Guiana Textile, Paint Firms Get Duty Concessions

To encourage textile and paint production in British Guiana, the Governor has ordered that certain raw materials may be imported at reduced rates of duty if the Comptroller of Customs is satisfied that the materials are imported by or on behalf of manufacturers using these materials.

Thus, textile yarns may upon official approval be imported at a general duty rate of 5% ad valorem. The general rate for textile yarns not imported for use in approved manufacture ranges from 13% to 26% ad valorem depending upon the type. Similarly, approved yarn imports from Commonwealth countries entitled to the preferential duty rate can be entered free. Otherwise they are subject to a duty varying from 8% to 10% ad valorem.

A textile dyeing and finishing firm may upon approval import or have imported greige fabric at the rate of 5% ad valorem under the general rate, instead of 10% ad valorem. Under the preferential rate, this off-the-loom fabric may similarly be imported duty free instead of 5% ad valorem.

For use in a textile bleaching, dyeing, and finishing factory, chemicals may be imported upon approval free under the preferential rate or at 16% ad valorem under the general rate, instead of at the regular rates of 10% ad valorem and 26% ad valorem respectively.

Finally, linseed oil and polyvinyl acetate, to be used solely for the manufacture of paints, may be imported under the preferential and general rates free and 10% ad valorem respectively instead of 10% and 20% ad valorem.—Official Gazette.

# Philippines Raises Import Tariff on About 700 Items

MANILA.—In a major action accompanying exchange decontrol, President Macapagal signed an Executive Order on January 21, 1962, increasing tariffs in 46 individual tariff headings covering some 700 import articles stated to be under production in the Philippines.

The greatest number of modified rates represent 100% increases over previous rate levels, with other changes representing various other percentage increases ranging from 25% to as high as 500% for several items. At the same time, tariff reductions of roughly 50% were made on some 50 food, pharmaceutical, and other basic items.

These tariff modifications are scheduled to become effective on or after the expiration of 30 days from the date of the order.

Reasons cited for this tariff action were twofold: To provide articles already being produced by domestic industry a means of meeting the loss of protection formerly enjoyed under exchange controls; and to discourage the conspicuous importation of luxury-type items.

Indications are that additional tariff rate revisions may be expected following further studies of steps which may be deemed necessary to provide a reasonable margin of preference to render domestic producers more competitive. Studies of import patterns will involve such matters as the necessity of imposing anti-dumping measures, countervailing duties to offset foreign subsidies, and protective quotas in instances where imported quantities seem to threaten or cause serious injury to local industrial interests.—U.S. Embassy.

Detailed information concerning the current tariff revision is available from all Commerce Department Field Offices as well as from the Far Eastern Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

## *Translation of Thailand Trademark Law Available*

An English translation of the Thailand Trademark Law, including the amendments of September 22, 1961, now is available.

A copy of the law may be borrowed from the Foreign Investment and Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C., or through any of the Department's Field Offices.

## Import Tax Liability Raised in Cambodia

PHNOM PENH. — Machinery and equipment imported into Cambodia have become subject to higher levies. In a regulation which became effective in December 1961, the Cambodian Government substantially reduced the exemptions it had been granting previously from the "turnover" tax, a 12% surcharge levied on all dutiable manufactured goods. The rates of exemption formerly fixed at 50% and 30% have been reduced to 25% and 15% respectively.

Included are machinery and equipment falling under the following tariff items of the Cambodian Customs Tariff (using standard Brussels nomenclature commodity classifications): Most of Chapters 84, 86, and 88. From Chapter 85, item No. 85-01; from Chapter 89, items 89-02, 89-03, and 89-04.

As a result of this measure importers formerly liable to 50% now are paying 75% and, those previously paying 70% now are liable to 85% of the full tax rate on machinery.

A list of items covered by this measure is available on loan from the Far Eastern Division, Bureau of International Programs, U.S. Department of Commerce, Washington, D.C.—U.S. Embassy.

## Labeling Rules for Canned Foods Amended by Lebanon

BEIRUT.—Canners and packers in Lebanon must comply immediately with the recent amendment to Decree No. 6459 of April 11, 1961, which provides that the labels on all canned goods must show the date of manufacture and packing; formula or recipe of each product; net weight of each can; and the date beyond which the product no longer will be useable. The statements should be in Arabic if possible, although French or English will be acceptable.

Importers of canned foods in Lebanon will be exempted, for a period of 1 year, from compliance with the new rules. They will be required, however, to obtain a license from the Ministry of Health permitting the noncompliance.

On cans containing a single food product, such as "processed cheese," the manufacturer or packer may be exempted from printing a recipe or formula by obtaining permission from the Ministry of Health. This Ministry also will determine which products are subject to the requirement that the date must be shown beyond which the product no longer will be useable.—U.S. Embassy.

## *Brazil Changes Tariff Conversion Rate*

RIO DE JANEIRO.—The Brazilian exchange rate for converting currency values into cruzeiros, for the purpose of assessing ad valorem duty rates on imports into Brazil, has been changed to 308.27 cruzeiros to the U.S. dollar or its equivalent.

This new rate is to apply for the month of February. The previous rate, established January 1, was 308.67 cruzeiros to the U.S. dollar.—U.S. Embassy.

## *Germany Cuts Duties On Farm Imports*

German import duties on certain farm products from other Common Market countries were reduced by 5%, effective March 1. The products affected are those to which import restrictions still apply. With this action, German duties in the agricultural sector on imports from other Common Market countries are reduced by 35% for goods still subject to restrictions and 30% for those freed of restrictions.

Germany on January 1, 1962, cut its internal tariffs on nonliberalized farm imports by only 5%, while the other 5 members of the Common Market reduced theirs by 10%, in accordance with a decision of the Common Market Commission. The additional 5% cut, therefore, will bring Germany into line with its partners.

Internal duties on liberalized farm imports were cut 10% by all member countries, including Germany, on January 1.

## Some Import Duty Rates Decreased 10% by Italy

Italian duty rates on imports from other Common Market countries were reduced by 10%, effective January 1, 1962.

This fourth move toward elimination of the intra-Common Market duties brings the total reductions since January 1, 1959, to 40% for industrial goods, 35% for nonliberalized agricultural items, and 30% for liberalized agricultural items.

Also effective January 1, 1962, Italy completed its first move to the Common External Tariff (begun in January 1961) by adjusting its duties to the United States and other third countries on agricultural commodities and certain other products which had not been affected by the January 1961 move.

## New Italian Tariff Becomes Effective

A new Italian tariff became effective on January 1, 1962, incorporating all changes in duty rates, preliminary provisions, and annexes in force that date.

The new tariff keys its subheadings or individual positions to the Common Market external tariff. With respect to duty rates, it reflects all changes made in virtue of the Rome Treaty and EEC agreements through January 1, 1962 (reductions to the other EEC countries, extension to third countries of the first EEC reduction, and changes resulting from alignment of Italian rates to CXT).

Only two of the five duty rates listed in the new tariff have current application—the rate for the Common Market, the European Coal and Steel Community, and Euratom goods properly certified and that for the same goods imported either without the required certification from the aforementioned European communities or from third countries, including the United States. The other columns list the general rates, whose application has been suspended; the Italian rates as of January 1, 1957; and the originally proposed CXT rates.

The numbers of the tariff headings and respective Brussels nomenclature remain the same. The statistical numbers are those of the Common Market and start afresh for each heading.

The new tariff (Tariffa dei dozi doganali di importazione della Repubblica Italiana) is published and sold by the Instituto Poligrafico dello Stato, Libreria dello Stato, Rome, at about $12.55 (8,000 lire per copy). Orders must be placed in advance and accompanied by a deposit of about $1.60 (1,000 lire).

## Duties on Gift Parcels To Yugoslavia Clarified

BELGRADE.—All goods contained in gift parcels received by Yugoslav citizens or residents are subject to customs duties. The applicable rates of duty are those specified in the Yugoslav customs tariff and only goods specifically listed in the tariff as free of duty are exempted. Books, newspapers, and magazines are among the few items accorded duty-free entry.

The value, for ad valorem duty purposes, of goods contained in gift parcels, is determined on the basis of a special list of values established for goods brought in by Yugoslav citizens. This treatment is separate and distinct from that accorded commercial shipments. A flat fee of 450 dinars (US$0.60) is assessed, as a customs handling charge, on all packages up to 100 kilos in weight.—U.S. Embassy.

## Australia To Expand Hydroelectric Power

The World Bank has made a loan equivalent to $100 million to the Commonwealth of Australia to assist in financing a part of the Snowy Mountains hydroelectric power scheme.

In a separate transaction the Commonwealth of Australia on January 24, issued $30 million of 5½% 20-year bonds, due January 15, 1982. An underwriting group headed by Morgan Stanley & Co. is publicly offering the issue at 98¼%. Proceeds of the new issue will be applied, together with other funds, to repayment of $38 million of maturing Australian bonds on February 1, 1962.

The Bank project—the Murray No. 1 hydroelectric development—will add 760,000 kilowatts of generating capacity to the scheme and is scheduled for completion in 1967. It involves diversion of the Snowy River into the westward flowing Murray River. The works to be undertaken include construction of 3 large dams, 2 long tunnels, a pressure tunnel, and twin steel pressure pipelines to carry water to the Murray No. 1 powerplant in which eight 95,000-kilowatt generating units will be installed. The water available for irrigation on the western side of the mountain range will be increased by 440,000 acre-feet a year. Full benefits from this phase of the scheme will not be achieved, however, until the Murray No. 2, 440,000-kilowatt power station, is finished in 1970 when a further 360,000 acre-feet of water a year will become available.

Total cost of the project is estimated at $222 million. It is expected that the equivalent of $189 million will be needed for local expenditure, and the remaining $33 million will be required for imported equipment and services. Contracts for all major works and for the generating plant and equipment are being awarded after international competitive bidding.

The loan is for a term of 25 years and bears interest at the rate of 5¾% annually, including the 1% commission which is allocated to the Bank's Special Reserve. Amortization will begin September 15, 1966.

## Bavaria and Austria Plan To Expand Power Supply

VIENNA.—Certain electric-power companies in Bavaria and Austria will start construction as a joint venture, on an additional international power station (80,000 kilowatt) near Passau on the Inn River. Power will be shared equally by Bavaria and Austria.

Construction will soon start at the 49,000-kilowatt Enns River St. Panatleon power station, and at the Durlassboden reservoir dam of the existing Gerlos power station in Tyrol changing this station from a "run of the river" into a "storage powerplant."

The Austrian Federal Power Company will start construction in 1962 on a second 380-kilovolt transmission line which will connect the substation "Westtirol" in the Inn Valley with the West German power grid. Initial operation will be at 220 kilovolts. The first 380-kilovolt line was built by the Austrian Federal Power Company in 1957 and links the Vorarlberger Illwerke A.G. with the West German power grid. The operating voltage now at 220 kilovolts later will be raised to 380 kilovolts.—U.S. Embassy.

## Highway Improvement Plans Underway in Costa Rica

SAN JOSE.—Preparations to begin a 7-10-year program of highway maintenance and construction work under the Plan Vial (National Highway Plan) for which Costa Rica has received loans totaling $11 million from the International Development Association (IDA) and the International Bank for Reconstruction and Development (IBRD), appear to be following the plan set forth in the loan applications. Actual work on the roads is expected to start in March, when all requirements for putting the funds into use have been satisfied.

Calls for bids to supply construction equipment may be issued in March or April. Meanwhile, the Highway Department of the Bureau of Public Works, which will carry out the plan under the supervision and guidance of the U.S. Bureau of Public Roads, is developing its maintenance office, expanding its personnel force, and training equipment operators.

Work on the 670 kilometers of national roads to be rebuilt, repaired, or newly constructed in the first 3-year phase of the plan is expected to be 20% complete by the end of 1962. About 60-70% of the work in 1962 will be done by the Highway Department itself rather than by contractors. This proportion is expected to drop as contractors develop their capacities and experience, so that about 90% will be done under contract in 1964.

In addition to the Plan Vial, the Government of Costa Rica is negotiating a loan with the IDB for $4 million of a $6.6 million project for construction of access roads. The Government has been told informally that the application is proceeding well and is likely to be approved. —U.S. Embassy.

## IADB To Aid Mexican Irrigation Projects

The Inter-American Development Bank has announced approval of a loan equivalent to $5.8 million from its ordinary resources to finance the completion of three irrigation projects in Mexico. The borrower is Nacional Financiera, S.A., a financial agency of the Mexican Government. The irrigation projects are being carried out by the Secretariat of Hydraulic Resources, a Government agency responsible for development of Mexico's water resources.

The three irrigation projects are located in the States of Zacatecas, Colima, and Guerrero. Each includes a dam, two of which have already been completed. The third dam, Tepecoacuilco in Guerrero, is slated for completion in 1963.

The Bank credit will be used to complete construction of complementary irrigation canals, drainage systems and other structures.

Total investment being undertaken by the Mexican Government amounts to 74.9 million pesos, including more than 10 million pesos in the form of credits to farmers to purchase farm equipment and to clear their tracts. Up to $3 million of the Bank loan will be extended in dollars or in currencies other than Mexican pesos. The equivalent of the remainder, 34.3 million pesos, will be disbursed in Mexican currency. The loan represents about 49% of the combined cost of the three projects.

The irrigation projects will benefit areas totaling nearly 38,000 acres. Farm output is expected to rise gradually over a 7-year period, ultimately increasing by some 73,000 metric tons, representing an aggregate value of about 48 million pesos. Products to be raised include grains, sugarcane, fruits, and vegetables. This increase, estimated at four times the value of the current yield, will have a favorable effect on Mexico's balance of payments, both through the rise in output of export products such as bananas, copra and limes, and through the substitution of imports such as corn, wheat, and beans.

The three new irrigation projects bring to seven the number which the Bank is helping to finance in Mexico.

**The 1961 Brazil nut harvest** is estimated at 55,000 short tons by Brazilian trade sources; making the season the largest on record, the Foreign Agricultural Service reports.

The previous high was the 1960 harvest of 48,000 tons. Early indications point toward a 1962 harvest of between 44,000 and 50,000 tons.

## Broad-Gage Rail Lines Merged by Argentina

BUENOS AIRES.—A merger of the four broad-gage railways—Mitre, Roca, Sarmiento, and San Martin—was to be effected on February 1, by a resolution of the Minister of Public Works and Services. The new merged company is to be known as Ferrocarril de Trocha Ancha (FEDETA) with headquarters in Buenos Aires.

The preamble of the merger resolution states that the consolidation measure is in line with general railway rationalization plans calling for elimination of duplicate administrative structures and for concentration of maintenance and supply functions. Reduction of railway personnel during recent months with the resulting need to intensify employment of the remaining work force has created an urgent need for railway merger, the preamble states.

Another resolution transfers the administrative headquaretrs of the Urquiza railway from Buenos Aires to Concordia in the Province of Entre Rios as of February 1. This decision is based on the need to bring together the administrative offices of the company now located in two separate cities more than 500 kilometers apart. The choice of Concordia as the new general headquarters is linked to technical, operating, and commercial considerations.—U.S. Embassy.

## Argentina . . .

*(Continued from page 401)*

compasses; toys, games, and sporting goods; novelties; fancy goods; and the like. Heretofore, the maximum surcharge has been 150%, with the exception of a few items in a special 200% category. This decree raises the maximum surcharge to 250% and 300%, respectively.

Decree 904 establishes a 40% import surcharge on the c. and f. value on new machinery, not manufactured locally, which was previously exempt from surcharge. Such machinery if in port or on order and covered by an irrevocable letter of credit prior to January 26 will not be subject to this surcharge. Imposition of this 40% surcharge is not expected to totally stop oversea purchases by industrialists who will still find it economically feasible to reequip their plants even at a 40% premium, but this measure undoubtedly will sharply reduce machinery acquisitions. Investments approved by the Argentine Government under its Foreign Investment Law presumably will continue to benefit from the privilege of bringing in capital goods without payment of surcharge.—U.S. Embassy.

## U.K.-Continent Conferences Apply Shipping Surcharges

BUENOS AIRES.—Shipping conferences in the United Kingdom and Europe have applied a surcharge of 23 shilling and 3 dollars per ton respectively on both north and south bound cargos at the port of Buenos Aires, effective February 1, 1962. North American conferences have added a surcharge of US$2 per ton on both northbound and southbound freight, effective March 12, 1962.

The United Kingdom River Plate conference stated that the surcharge is being imposed as a result of the sudden and recent deterioration of port conditions. Port authorities had managed to stave off the surcharges with the promise that corrective action would be taken. The shipping community reports, however, that conditions have worsened and that there is an acute and chronic shortage of laborers, winchmen, and the like, and of storage facilities as well as a lack of winches and electric power. In contrast with the December proposals of $1.50, the new United Kingdom and continental rates are applicable to both onloaded and offloaded cargos whereas the original intention was to apply the surcharge only to cargo arriving at Buenos Aires. Unmanufactured steel will not be exempt from the surcharges as was contemplated by the measures proposed in December.

Port costs at Buenos Aires will be further raised if the Government implements its proposal to increase entrance lights and buoys dues to 1,000%.—U.S. Embassy.

## Industrial . . .

*(Continued from page 400)*

draulic construction work; SOCOMAN, depot for public works materials and repair of engines; SOTUBAL, seamed plain and galvanized pipes of small diameters up to 60 millimeters (2.4 in.); VAREL-AFRIQUE, oil drilling bits.

Also according to the CADAT official, the Societe Parisienne pour l'Industrie Electrique (electrical materials) has completed installation of plant and equipment but is not yet in production, and the UNILEVER-Algerie plant (detergents and soaps) will be completed and start production in February 1962.—U.S. Consulate General.

**U.S. wheat and flour exports** from July through December 1961 totaled 367 million bushels, 23% above the 298 million exported during July-December 1960, according to the Foreign Agricultural Service.

Wheat exports during the first half of 1961-62 (July-December) were 320 million bushels, compared with 250 million during the same period a year earlier.

## Brazil . . .

*(Continued from page 397)*

Mossoro and Areia Branca, Rio Grande do Norte. The Government is to participate with 25 to 30% of the capital, the remainder to be subscribed by the salt mine owners. At the same time a manufacturing unit is to be set up for production of subsidiary products, such as iodine, chalk, and phosphorus. Up to the present, salt residues have not been utilized in Brazil for by-products recovery.

### *Iron Ore Exports Studied*

A special group has been organized in the Ministry of Transport to examine transportation of iron ore for export. The capacity of the port facilities of Rio de Janeiro to handle iron ore exports is to be part of a general study to expand the present coal and iron ore dock capacity there from 2 million to 7 million metric tons annually. This is the first stage of an overall plan to reach 15 million tons annually—the total capacity that the Central do Brasil railroad hopes to attain at the end of a planned 5-year expansion period.

A protest strike of workers and technicians of the Government petroleum monopoly, Petrobras, with resultant nearly total paralysis of refinery installations in Bahia for more than a week, was touched off by the dismissal by the Minister of Mines and Energy of the President and Director of Petrobras on January 5. A new President of Petrobras was installed in office on January 17.

Other items of interest in the minerals field in January included reports, for the most part unsubstantiated, relating to a gold rush to the Jacareacanga and Itaituba districts, State of Para; discovery of diamantiferous ground in Mato Grosso, particularly in Poxoreu; and reported large reserves of copper in a deposit at the base of the Ibiapaba mountain range, Municipality of Vicosa, State of Ceara.

### *Mexican Group Visits Brazil*

A Mexican delegation including representatives of the Mexican Merchant Marine visited Rio de Janeiro the latter part of January to inspect Brazilian shipyards and investigate the possibilities of constructing certain types of ships for Mexico including cargo carriers, tankers, hydrographic and small war vessels. Before the delegation's departure, a joint statement was signed to the effect that Brazil would inaugurate a direct shipping service to Mexico, calling at Tampico and possibly other Mexican ports, and that the Mexican delegation would bring to the attention of their authorities and private ship owners possibilities of constructing ships in Brazilian shipyards for the use of the Mexican Merchant Marine and Navy.—U.S. Embassy.

## Venezuela Sets Tolls for Lake Maracaibo and Orinoco River

CARACAS.—Rates applicable to iron ore and to petroleum carried in ships using the dredged Boca Grande Channel at the mouth of the Orinoco River, and to petroleum carried in ships using the Maracaibo Bar Channel have been established for the year 1962.

The rate for iron ore transitting the Boca Grande Channel is 2.55 bolivares (1 bolivar=US$0.2190) per metric ton; for petroleum transitting the same channel and also the Maracaibo Bar Channel, the rate is 0.10 bolivares per U.S. barrel (0.15899 cubic meters). The petroleum rate is about 0.70 bolivares per ton, less than a third that of iron ore using the Boca Grande channel. This comparatively low rate was arrived at "taking into consideration the competitive position of transporting petroleum by way of the Orinoco with that of transporting it by way of existing pipelines to the North Coast (Caribbean) or to the Gulf of Paria," the implementing resolution states.

The rates were established by Resolutions Nos. 1086 and 1087 of the Ministry of Mines and Hydrocarbons; both were dated December 29, 1961.

The first commercial shipment of petroleum to be exported from Venezuela by way of the Orinoco River took place during the month of September 1961 from the new oil terminal of the Phillips Petroleum Company at Puerto Ordaz.—U.S. Embassy.

## *Argentina To Expand Electric Power Supply*

The World Bank has extended a loan equivalent to $95 million to Servicios Electricos del Gran Buenos Aires (SEGBA), for the expansion of electric power facilities in the Greater Buenos Aires area of Argentina. The loan has three purposes:

- Completion of the Gran Buenos Aires 600,000-kilowatt thermal powerplant.
- Construction of a related high-voltage interconnecting ring in the metropolitan area.
- Expansion of the distribution system.

The new facilities will eliminate a critical power shortage in the area, which contains nearly a third of the country's population of 21 million, and consumes two-thirds of the country's total power supply. The power shortage has become increasingly severe in Greater Buenos Aires during the the last decade, limiting the ability of industry and commerce to operate, much less to expand, thus creating a serious obstacle to economic recovery.

## *Mozambique To Construct Oil Pipeline*

LAURENCO MARQUES.—The Mozambique press recently reported that complete agreement had been reached between Rhodesian and Portuguese officials to proceed with the construction of the Beira-Umtali petroleum pipeline. Preparatory topographical work was started in January by a team of English engineers.

A representative of the London and Rhodesia Mining & Land Co. of Salisbury announced that the team would attempt to chart the path of the pipeline, from the point of tanker discharge on the coast to planned Umtali refinery site, as much as possible along the present route of the Beira-Umtali Railroad or the Beira-Umtali highway.

The project, represents an investment of approximately 10 million pounds ($28 million) and will be financed by a consortium of international capitalists.

## IBRD Makes $14-Million Loan For Ghanian Volta Project

The World Bank today made a loan equivalent to $47 million to the Volta River Authority, an agency of the Government of Ghana. The loan will help to finance construction by the Authority of a dam and hydroelectric power project on the Volta River at Akosombo, together with a transmission system to supply power to southern Ghana.

The Bank's loan forms part of an international financing program that will make possible construction also of an aluminum smelter which will be the largest single consumer of the electric power produced. Additional international financing for the project will be provided by long-term loans from the United States through the Agency for International Development (AID) and the Export-Import Bank of Washington, which will provide $27 million and $10 million respectively, and from the United Kingdom through its Export Credits Guarantee Department, which will lend £5 million (about $14 million). The Government of Ghana will provide up to £35 million ($98 million) out of Ghana's own resources as equity investment in the power project.

The loan is for a term of 25 years, and bears interest of 5¾% per annum, including the 1% commission which is allocated to the Bank's Special Reserve. Amortization will begin February 15, 1968. The loan is guaranteed by the Government of Ghana.

## Netherlands Docking Facilities Expanded

AMSTERDAM.—The Netherlands Dock and Shipbuilding Company (NDSM) of Amsterdam has announced a decision to construct the largest graving dock ever built in the Netherlands, equipped to accommodate vessels with a deadweight capacity of 150,000 tons. The dock will be 50 meters wide and will measure approximately 335 meters in length (one meter is equal to 3.28 feet). The new dock is expected to be ready to receive ships about January 1, 1965.

The management also announced plans for the expansion of its engine plant, as well as the construction of a new office building. With these improvements NDSM will be able to take orders for the construction of the largest ships of the world fleet.

Total tonnage of the ships built at the yard since 1945 amounts to 1,200,000 gross register tons, or nearly one quarter of the total Dutch merchant fleet. During the same period NDSM repaired over 5,200 ships. Total sales during the period amounted to 1.8 billion guilders, of which 1.1 billion were from foreign orders. (1 guilder=U.S. $0.276).—U.S. Consulate General.

## Sudan Speeds Completion Of Public Works Program

Accelerated progress in a number of public works programs including bridge and road construction, plus building construction, has been reported by the Sudanese Embassy in Washington, and confirmed by other reports from Khartoum.

Thirty-six foreign firms, selected by the Ministry of Local Government, have been invited to submit bids for the construction of the Shambat Bridge and the widening of the White Nile Bridges. In addition to various Western European companies, American and Yugoslav contractors are offering tenders.

The survey of the Khartoum-Port Sudan road which is being conducted under the auspices of an American engineering company, has been making rapid progress. Aerial photography of a 270-mile stretch of the Khartoum-Kassala Section has been completed, and the Kassala-Port Sudan leg is now underway. Hydrologist and soil-testing teams are reported active along the highway route.

Construction of the Roseires Dam on the Blue Nile has been entrusted to an Italian engineering firm. This dam will be 60 meters high by 1,100 meters long and will have an estimated storage capacity of 2.93 billion cubic meters (1 meter=3.28 feet). It is anticipated that about 335,000 hectares will be irrigated from the new water supply (1 hectare=2.47 acres).

# U.S. Trade in Business Machines Booms; Exports in 60% Increase

EXPORTS of business machines from the United States totaled $229 million in the first 9 months of 1961, a 60% increase over the 1960 period, and imports were $68.8 million, a 30% increase.

Canada was the best market for U.S. business machines, followed by Japan and West Germany. Exports to Europe and Asia again showed large increases and there were important gains also in South America and Oceania.

Although the 9-month's exports, compared with $143 million in 1960, maintained the generally rising trend of the past 3 years, the rate of increase dropped slightly below the first half. The balance of trade in business machines, however, actually became slightly more favorable to the United States because the rate of increase in imports also slackened.

All business machine commodity groups except staplers contributed to the export increase. The increase in imports was also general with the exception of adding machines, which dropped sharply, and duplicators. Imports rose from $52.9 million in the 9 months of 1960, with typewriters leading the way.

### *Computer Exports Jump*

Electronic computers and related equipment were the most important exports, increasing about 194% over 1960. They accounted for more than one-third of the total business machine exports and about 62% of the net increase in dollar volume. Punched card equipment gained about 34%, and bookkeeping and accounting machines, 36%.

Other commodities registering gains of 25% or more were typewriters, cash registers, mail handling equipment, addressing machines, and miscellaneous office machines.

### *Exports To All Major Markets Up*

The greatest gains in exports occurred in the major world markets: Shipments to Europe increased 81%; Asia, 81%; South America, 58%; Canada, 35%; Oceania, 32%. These accounted for about 95% of the total. A slight decrease from the 1960 level occurred in exports to Central America and a sharp drop of 29% in exports to Africa.

Several Central American countries showed declines, and there was a falling-off in exports to the Union of South Africa, Algeria, and the Congo, normally the 3 leading markets in Africa.

More than 47% of the total business machine exports went to Europe. Of this amount, the Common Market countries took about 63% and the European Free Trade Association took about 34%. West Germany was the leading importer of U.S. business machines among the Common Market countries, while the United Kingdom led in the European Free Trade Association.

Although South America accounted for only about 9% of the U.S. total business machine exports, the 9-month's total was about 58% greater than last year. Argentina, Venezuela, Chile, and Brazil are the best markets in South America and all showed substantial increases. Trade decreased with 4 countries: Colombia, Surinam, Ecuador, and Bolivia.

All major groups except adding machines and duplicators contributed to the import increase, with magnetic-tape-type dictating machines gaining 173%. Calculating machines and typewriters also showed substantial gains.

Europe supplied about 87% of U.S. imports, Japan 10%, and Canada about 3%. The Common Market countries supplied about 62% of the European total and the European Free Trade Association supplied about 22% of the European total. Japan showed the largest increase —691%—most of which is attributable to dictating machines. Imports from Spain increased 478% and consisted of portable typewriters.

## U.S. Pharmaceutical Exports To Near East Face Problems

European and Japanese trade competition in pharmaceutical products, has increased to a new high, representatives of U.S. pharmaceutical firms, meeting at the U.S. Embassy in Beirut, reveal. Preventing a drop in U.S. shipments will call for aggressive trade promotion.

The American group indicated that their use of the free zone in Lebanon was losing importance because of restrictions applied by Near Eastern countries against shipments from that zone.

The conferees also pointed out that high U.S. standards on drugs and pharmaceutical products are not always matched by competing countries which may offer price advantages.

## *New Carbon Black Plant To Be Built in Israel*

Texas United Carbon Co., a U.S.-based firm, will supply patents and plant design for a $3-million carbon black plant in Israel.

Israel Petrochemical Enterprises, Ltd., a partnership of the Haifa Refineries and foreign and local capital, will run the 9,000-ton plant which is expected to be completed in mid-1963, according to the U.S. Embassy, Tel Aviv.

Since 1959, U.S. exports of carbon black to Israel have been declining. In 1959, some 5.9 million pounds of carbon black, valued at $495,615, were shipped; in 1960, 4.9 million pounds at $426,178; and, in 1961, 4.7 million pounds valued at $394,-911, according to U.S. Census Bureau figures.

IPE also plans to build 3 plants to produce ethylene, polyethylene, and detergents in a $16-million complex in Haifa.

## *Mink Pelts at Danish Auction Set Record*

COPENHAGEN.—At the season's second mink auction, held in Copenhagen January 19-23, a record number of skins were offered at a European auction. A major portion of the 435,000-skin total offered consisted of dark mink. Some 420,000 pelts were sold.

Prices were 3% to 10% higher than those received at the December 1961 auction (FCW, Feb. 12, p. 275), except for pastel female skins, which were down about 5%.

U.S. buyers accounted for the largest purchases but European buyers, especially from Italy and the Federal Republic of Germany, showed more active interest than at previous auctions.

The next Danish mink auctions will be held at Copenhagen, March 19-21. A total of 400,000 skins is expected to be offered. A number of unusual mutations, such as arctic pastel, arctic silverblue, arctic sapphire, aleutian pearl, and palomino, will be offered in addition to the usual types.—U.S. Embassy.

**U.S. exports of metal shipping containers** increased 9% for the first 9 months of 1961, over the comparable period of 1960. The value of these exports rose to $13.2 million from $12.1 in the Jan.-Sept. 1960 period, according to BSDA.

## N. Rhodesian Copper Companies To Merge

Stockholders of Rhodesian Selection Trust, Ltd. (RST) and Roan Antelope Copper Mines, Ltd., approved the merger of 2 of the 4 major Rhodesian copper producers on February 14 (FCW, Jan. 8, p. 61). The U.S. copper producer, American Metal Climax, which had owned 32.5% of Roan Antelope and 50.6% of the RST now will own 43% of the enlarged RST.

Copper properties and facilities of RST lie in the copperbelt of northern Rhodesia, which runs about 120 miles along the southern border of the Congo's Katanga province.

RST controls 4 companies: Two undeveloped mines of Baluba and Chambishi with reserves of 147 million short tons, ranging from 2.41% to 3.37% copper, and two operating mines, the Mufulira and Chibuluma with reserves of 192 million tons of 3.35% to 4.59% copper ore. Mufulira is completing an expansion program which will bring its capacity at mid-1962 to around 168,000 tons (FCW, Feb. 5, p. 225). Production from these mines totaled 62,500 tons in the last half of 1961.

The Roan mine, with reserves of 93 million tons of 3% copper ore, produced 39,400 tons in the last 6 months of 1961.

### *Major Exports to Europe*

Most Rhodesian copper is shipped to European markets, chiefly to the United Kingdom, though relatively large quantities are shipped to, among others, West Germany, France, Italy, and the U.S.S.R. Prior to 1960 the United States imported significant tonnages of both blister and refined copper. During 1960, however, only 5,800 tons of Rhodesian refined copper was imported and in 1961 no copper in any form was brought into the United States from Rhodesia.

The copperbelt of Northern Rhodesia is passing through a period of labor unrest. A prolonged work stoppage would probably produce significant changes in world copper markets since Rhodesia is now the world's second largest producer of copper with an annual output of about 600,000 tons, or about 16% of the Free World total.

## Paper Container Equipment Sales Possible in Japan

KOBE-OSAKA.—The Japan Productivity Center recently sent a group of paper container manufacturers from Osaka, Kyoto, and Nagoya to study U.S. manufacturing techniques. This visit has apparently resulted in plans to buy American equipment for Japanese paper container plants.

These Japanese industrial leaders are well aware of the increasing need for plant efficiency. The industry has experienced product expansion at the rate of 25% a year. The paper container manufacturers now are limited by the need for efficient manual labor.

One of the companies considering purchases of high-speed American machinery is expected to have an automated lining machine operative by the end of 1962, according to the January 27 edition of *Sankei Shimbun*.

The Osaka Prefectural Paper Container Industry Association is said to be seeking a method to finance purchases of modern machinery.—U.S. Consulate General.

## Production of Paper In Brazil To Increase

RIO DE JANEIRO.—Sharply rising demand for paper in recent years has prompted the Brazilian Government to spur domestic output of certain grades. Brazil is practically self-sufficient in all types of paper except newsprint and printing papers. For these grades it is hoped to increase domestic production from the present one-third of consumption to two-thirds by 1965.

Brazilian consumption of newsprint rose from 185,000 to 237,000 short tons from 1956 to 1960, an increase of 28%. Domestic production increased 65% in the same period but 1960 output was still only 69,000 tons, slightly less than 30% of consumption. U.S. shipments of newsprint to Brazil were 2,483 tons in 1960, compared with total imports from all sources of 168,000 tons.

Brazilian consumption of papers, other than newsprint, rose 47% from 343,000 short tons in 1955 to 505,000 tons in 1960. Imports in 1960 were 25,000 tons. U.S. shipments of these grades of paper to Brazil were 6,000 tons in the same year.

### *Encouragement By Government*

To increase domestic production of newsprint and printing papers, the Brazilian Government plans to encourage private interests to build an additional plant with a daily capacity of 220 tons.

Efforts of the Government to stimulate increased paper capacity in the past have not always been successful. If private interests do not take the initiative in installing the 220-ton mill within the next year, the Brazilian Government plans, through the National Economic Development Bank, to form a company for production of the required grades of papers.—U.S. Embassy.

**Canadian rice imports** January through July 1961 were 23,597 metric tons, slightly over the high level of 23,300 in the same months of 1960, the Foreign Agricultural Service reports.

## U.S. Oversea Rubber Producing Plants Up

The number of foreign plants owned by or affiliated with American rubber companies continued to increase in 1961, reaching a total of 115. This was an additional 8 plants over the 1960 total.

Tires and tire products are produced in 91 of the plants. Other rubber products are produced in 50 plants, plastics and chemicals in 18 plants, synthetic rubber in 10 plants, and other products in 10 plants. An individual plant often produces more than one product.

About two-thirds of the plants are located in Latin America and Europe with Asia, Canada, Australia and New Zealand, and Africa following in order of number of plants.

In 1962, new plants are expected to show a continued increase, particularly in Europe and Asia.

## U.S. Animal Skin Imports From Nigeria in Decline

The United States, dependent on imports for about 99% of its goat and kid skin requirements, is one of Nigeria's principal customers for these. U.S. imports of Nigerian goat, kid, sheep, and lamb skins in 1961 have fallen below the comparable totals for 1960.

U.S. goat and kid skin imports from Nigeria amounted to 2,584,609 pieces, valued at $2,022,613, in the first 10 months of 1961. Comparable totals for the 1960 period were 2,975,952 pieces, valued at $2,980,198.

U.S. imports of Nigerian sheep and lamb skins in the first 10 months of 1961 amounted to 314,916 pieces, valued at $352,426. In the 1960 period, 452,751 sheep and lamb skins, valued at $522,644, were imported from Nigeria.

Nigerian imports of hides and skins are nil.

Nigeria produces about 5 million goat and kid skins annually, and almost all of these are exported, according to the U.S. Embassy, Lagos. Sheep and lamb skin production amounts to about 2 million pieces, with 1.5 million pieces exported. About 1 million bovine hides and skins are produced and some 725,000 of these are exported.

**Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.**

# Export Promotion Calendar

*Star (★) indicates U.S. Department of Commerce exhibit participation.*

### March

**5.—Special opening luncheon meeting, World Trade Club, World Trade Center, Houston, Texas. Sponsor: Houston World Trade Association.**

**5-9.—Annual convention, National Photo Dealers and Finishers Association, Conrad Hilton Hotel, Chicago, Ill.**

**6-7.—Conference for corporation executives: The U.S. Foreign Aid Program. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.**

**7-8.—Atlanta Regional Export Training Workshop, Atlanta Biltmore Hotel, Atlanta, Ga. Sponsors: Atlanta Regional Export Expansion Committee and Small Business Administration. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.**

**12.—Annual convention, American Rolling Mill Association, Duquesne Club, Pittsburgh, Pa.**

**13.—Export Expansion Seminar, Blackstone Hotel, Chicago, Ill. Sponsor: Barley and Malt Institute. Commerce speakers: Jacob Schaeffer, Business and Defense Services Administration; James M. Weldon, Chicago Field Office.**

**14.—Annual meeting, Vise Manufacturers Association, Statler-Hilton Hotel, Washington, D.C. Commerce speaker: Charles F. Hughitt, Business and Defense Services Administration.**

**15.—Chicago International Trade Club monthly luncheon. Panel discussion: Exporting Versus Manufacturing Abroad.**

**15.—Seminar on Political, Economic, Social Trends in Iran, Israel, Italy. Library of International Relations, Graduate School, University of Chicago, Chicago, Ill.**

**17.—Quarterly meeting, Texas International Trade Association (TITA), Austin, Texas.**

**19-23.—13th Annual Institute on Foreign Transportation and Port Operations, University Center, Tulane University, New Orleans, La.**

**20.—Annual Rhode Island World Trade Conference, Colony Motor Hotel, Providence, R.I. Sponsors: World Trade Club, Greater Providence Chamber of Commerce; Manufacturing Jewelers and Silversmiths of America, Inc.; National Metal Trades Association; Rhode Island Development Council. Commerce speaker: Secretary of Commerce Luther H. Hodges.**

**20.—Monthly luncheon, Council on World Affairs, Cleveland, Ohio. Commerce speaker: Herbert J. Cummings, Bureau of International Business Operations.**

**20.—World Trade Seminar opening session, Jacksonville, Fla. Sponsor: Jacksonville Chamber of Commerce; Southeastern Division, Office of Education, Department of Health, Education, and Welfare; U.S. Department of Commerce Jacksonville Office. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.**

**24.—District conference, Rotary International, Chalfonte-Haddon Hall, Atlantic City, N.J. Sponsor: Rotary Club of West Chester, Pa. Subject: Effects of International Competition.**

**24-April 1.—International Photography Fair, 34th Street Armory, New York, N.Y.**

**27-28.—45th Annual Convention, International Executives Association, Inc., Hotel Statler, New York City.**

**29.—Monthly meeting, West Michigan World Trade Club, Morton House Hotel, Grand Rapids, Mich. Commerce speaker: Patten D. Allen, Bureau of International Programs.**

**29-30.—Second Annual Washington Conference on Business-Government Relations in Marketing. Shoreham Hotel, Washington, D.C. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.**

### April

**5.—American Association of Industrial Editors Convention, Summit Hotel, New York, N.Y. Sponsor: American Association of Industrial Editors. Commerce participants: William Ruder, Assistant Secretary of Commerce for Public Affairs; Eugene Foley, Administrator, Business and Defense Services Administration; John S. Stillman, Deputy to the Undersecretary of Commerce.**

**5.—Pacific Northwest Export Expansion Conference, University of Washington, Seattle, Wash. Commerce panelist: Paul E. Pauly, Bureau of International Business Operations.**

**5.—Seventeenth Annual Cleveland World Trade Conference, Pick-Carter Hotel, Cleveland, Ohio. Sponsor: Cleveland World Trade Association.**

**5.—40th Anniversary Luncheon, National Council of American Importers, Inc., Biltmore Hotel, New York City. Speaker: Luther H. Hodges, Secretary of Commerce.**

## Greece, U.S. Sign Feed Grain Sales Agreement

Agreement has been reached between the Governments of Greece and the United States on a program under Title I, Public Law 480 for sale of $900,000 worth (including certain ocean transportation costs) of U.S. feed grains, about 500,000 bushels.

Proceeds of this sale are to be used for loans by the Agency for International Development (AID) to private U.S. and Greek business firms, for economic development loans, payment of U.S. obligations abroad, and for various other U.S. purposes.

## *Bolivia To Buy Cotton Under Public Law 480*

Agreement has been reached between the Governments of Bolivia and the United States on a program under Title I, Public Law 480 for sale of $1.2 million worth (including certain ocean transportation costs) of U.S. cotton, about 6,500 bales.

Proceeds from this sale are to be used for loans by the Agency for International Development (AID) to private U.S. and Bolivian business firms, for economic development loans, and for various U.S. uses.


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# *Keep Informed on Foreign Procurement, Financing Through Your Field Office*

**TO provide on-the-spot service to American firms on policies and procedures of the International Cooperation Administration, Export-Import Bank, and Development Loan Fund, the U.S. Department of Commerce Field Offices act as the local point of contact for these agencies.**

**International Cooperation Administration:** Of special interest are ICA-financed procurement proposals and the Investment Guaranty Program. Every effort is made to maintain a flow of information on these programs to the Field Offices.

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## Field Office Locations

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**Atlanta 3, Ga.,** Home Savings Bldg., JAckson 2-4121.

**Boston 10, Mass.,** 80 Federal St., CApitol 3-2312 or 2313.

**Buffalo 3, N.Y.,** Federal Bldg., TL. 3-4216.

**Charleston 4, S.C.,** Area 2, Sergeant Jasper Bldg., 722-6551.

**Cheyenne, Wyo.,** Majestic Bldg., 634-2731.

**Chicago 6, Ill.,** 226 W. Jackson Blvd., ANdover 3-3600.

**Cincinnati 2, Ohio,** Fifth Third Bank Bldg., DUnbar 1-2200.

**Cleveland 1, Ohio,** Federal Reserve Bank Bldg., CHerry 1-7900.

**Dallas 1, Tex.,** Merchandise Mart, RIverside 8-5611.

**Denver 2, Colo.,** New Customhouse, KEystone 4-4151.

**Detroit 26, Mich.,** Federal Bldg., WOodward 3-9330.

**Greensboro, N.C.,** U.S. Post Office Bldg., BRoadway 3-8234.

**Honolulu 13, Hawaii,** 202 International Savings Building, 1022 Bethel St. Tel. 58831.

**Houston 2, Tex.,** Scanlan Bldg., CApitol 2-7201.

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